

Search History Dialog Template 705/26-27: Inventor & NPL

Closest NPL document: Cressman Item U #20070615

? logon

```
*** It is now 2011/04/05 12:54:56 ***
(Dialog time 2011/04/05 11:54:56)

705TEXT1 is set ON as an alias for 15, 16, 160, 148, 621, 275, 634, 47
705TEXT2 is set ON as an alias for 9, 623, 810, 624, 813, 20, 636
705BIBLIT is set ON as an alias for 77, 35, 583, 2, 65, 233, 99
705NEWSBIB is set ON as an alias for 473, 474, 475
SOFTLIT is set ON as an alias for 256, 278
705ADLIT is set ON as an alias for 635, 570, PAPERSMJ, PAPERSEU
HIGHLIGHT set on as '' ''
DETAIL set off
KWIC is set to 50.
FTEXT1 is set ON as an alias for 15, 9, 610, 810, 275, 634, 471
FTEXT2 is set ON as an alias for 613, 813, 636, 16, 160, 621, 148, 20, 624
FTPAT is set ON as an alias for 348, 65
NFTEXT is set ON as an alias for 35, 65, 99, 2, 583, 474, 475, 347, 256
```

? b 15, 9, 610, 810, 275, 476, 624, 621, 636, 613, 813, 16, 160, 634, 148, 20, 35, 583, 65,
2, 474, 475, 99, 256, 635, 570, papersmj, paperseu, 47

```
>>>          476 does not exist
>>>1 of the specified files is not available
      05apr11 10:55:54 User264751 Session D845.1
      $0.00    0.249 DialUnits File415
      $0.00  Estimated cost File415
      $0.27  INTERNET
      $0.27  Estimated cost this search
      $0.29  Estimated total session cost   0.249 DialUnits
```

```
SYSTEM:OS - DIALOG OneSearch
File 15:ABI/Inform(R) 1971-2011/Mar 30
(c) 2011 ProQuest Info&Learning
File 9:Business & Industry(R) Jul/1994-2011/Apr 04
(c) 2011 Gale/Cengage
File 610:Business Wire 1999-2011/Apr 05
(c) 2011 Business Wire.
*File 610: contains data from 3/99 forward.
For archive data (1986-2/99) see File 810.
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
*File 810: contains data from 1986-1999.
See File 610 for current data.
File 275:Gale Group Computer DB(TM) 1983-2011/Feb 11
(c) 2011 Gale/Cengage
File 624:McGraw-Hill Publications 1985-2011/Apr 04
(c) 2011 McGraw-Hill Co. Inc
File 621:Gale Group New Prod.Annou.(R) 1985-2011/Feb 01
```

(c) 2011 Gale/Cengage  
File 636:Gale Group Newsletter DB(TM) 1987-2011/Apr 02  
(c) 2011 Gale/Cengage  
File 613:PR Newswire 1999-2011/Apr 05  
(c) 2011 PR Newswire Association Inc  
\*File 613: File 613 now contains data from 5/99 forward.  
Archive data (1987-4/99) is available in File 813.  
File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc  
\*File 813: contains data from 1987-1999.  
For current data see File 613.  
File 16:Gale Group PROMT(R) 1990-2011/Mar 31  
(c) 2011 Gale/Cengage  
File 160:Gale Group PROMT(R) 1972-1989  
(c) 1999 The Gale Group  
File 634:San Jose Mercury Jun 1985-2011/Apr 02  
(c) 2011 San Jose Mercury News  
File 148:Gale Group Trade & Industry DB 1976-2011/Apr 04  
(c) 2011 Gale/Cengage  
\*File 148: CURRENT feature not working. See HELP NEWS148.  
File 20:Dialog Global Reporter 1997-2011/Apr 04  
(c) 2011 Dialog  
File 35:Dissertation Abs Online 1861-2011/Mar  
(c) 2011 ProQuest Info&Learning  
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
(c) 2002 Gale/Cengage  
\*File 583: This file is no longer updating as of 12-13-2002.  
File 65:Inside Conferences 1993-2011/Apr 04  
(c) 2011 BLDSC all rts. reserv.  
File 2:INSPEC 1898-2011/Mar W4  
(c) 2011 The IET  
File 474:New York Times Abs 1969-2011/Apr 05  
(c) 2011 The New York Times  
File 475:Wall Street Journal Abs 1973-2011/Feb 14  
(c) 2011 The New York Times  
\*File 475: This file no longer updates. Please see  
NewsRoom for most recent records.  
File 99:Wilson Appl. Sci & Tech Abs 1983-2011/Feb  
(c) 2011 The HW Wilson Co.  
File 256:TecTrends 1982-2011/Mar W2  
(c) 2011 Info.Sources Inc. All rights res.  
File 635:Business Dateline(R) 1985-2011/Apr 05  
(c) 2011 ProQuest Info&Learning  
File 570:Gale Group MARS(R) 1984-2011/Feb 17  
(c) 2011 Gale/Cengage  
File 387:The Denver Post 1994-2011/Apr 04  
(c) 2011 Denver Post  
File 471:New York Times Fulltext 1980-2011/Mar 31  
(c) 2011 The New York Times  
File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06  
(c) 2002 Phoenix Newspapers  
\*File 492: This file no longer updates. Last PD Jan. 2002.  
NewsRoom contains newer records for some titles.  
File 494:St LouisPost-Dispatch 1988-2011/Apr 03  
(c) 2011 St Louis Post-Dispatch  
File 631:Boston Globe 1980-2009/Dec 30  
(c) 2010 Boston Globe

\*File 631: No longer updates, last PD=20091231. Please  
see NewsRoom for current Boston Globe records

File 633:Phil.Inquirer 1983-2011/Mar 31

(c) 2011 Philadelphia Newspapers Inc

File 638:Newsday/New York Newsday 1987-2011/Apr 05

(c) 2011 Newsday Inc.

File 640:San Francisco Chronicle 1988-2011/Apr 05

(c) 2011 Chronicle Publ. Co.

File 641:Rocky Mountain News Jun 1989-2009/Jan 16

(c) 2009 Scripps Howard News

\*File 641: This file no longer updates. Last PD Jan 16 2009.

This paper is no longer published.

File 702:Miami Herald 1983-2011/Apr 04

(c) 2011 The Miami Herald Publishing Co.

File 703:USA Today 1989-2011/Apr 04

(c) 2011 USA Today

File 704:(Portland)The Oregonian 1989-2011/Apr 03

(c) 2011 The Oregonian

File 713:Atlanta J/Const. 1989-2011/Apr 05

(c) 2011 Atlanta Newspapers

File 714:(Baltimore) The Sun 1990-2011/Apr 04

(c) 2011 Baltimore Sun

File 715:Christian Sci.Mon. 1989-2009/Dec 07

(c) 2009 Christian Science Monitor

\*File 715: No longer updates.

See instead NewsRoom.

File 725:(Cleveland)Plain Dealer Aug 1991-2011/Apr 04

(c) 2011 The Plain Dealer

File 735:St. Petersburg Times 1989- 2010/Oct 17

(c) 2011 St. Petersburg Times

File 477:Irish Times 1999-2011/Apr 05

(c) 2011 Irish Times

File 710:Times/Sun.Times(London) Jun 1988-2011/Apr 04

(c) 2011 Times Newspapers

File 711:Independent(London) Sep 1988-2006/Dec 12

(c) 2006 Newspaper Publ. PLC

\*File 711: This file no longer updates. Last PD Dec 2006.

NewsRoom contains newer records.

File 756:Daily/Sunday Telegraph 2000-2011/Apr 05

(c) 2011 Telegraph Group

File 757:Mirror Publications/Independent Newspapers 2000-2011/Mar 31

(c) 2011

File 47:Gale Group Magazine DB(TM) 1959-2011/Mar 01

(c) 2011 Gale/Cengage

Set Items Description

--- ----- -----

? s au=(head, s or head s? or stephany(2n)head) or by=(stephany(2n)head)

>>>One or more prefixes are unsupported

>>> or undefined in one or more files.

>>>Input error: Numeric characters expected

>>>Input error: Numeric characters expected

0 AU=HEAD, S

0 AU=HEAD S?

```

18 AU=STEPHANY
6510 AU=HEAD
0 AU=STEPHANY (2N) AU=HEAD
0 BY=STEPHANY
39 BY=HEAD
0 BY=STEPHANY (2N) BY=HEAD
S1 0 AU=(HEAD, S OR HEAD S? OR STEPHANY(2N)HEAD) OR
    BY=(STEPHANY (2N) HEAD)

```

**? s (STEPHANY or jean)(2N)HEAD**

Processing

Processing

```

Processed 30 of 48 files ...
Processing
Completed processing all files
4705 STEPHANY
1536685 JEAN
13060861 HEAD
S2 10260 (STEPHANY OR JEAN) (2N) HEAD

```

**? s au=(head, j or head j? or jean(2n)head) or by=(jean(2n)head)**

```

>>>One or more prefixes are unsupported
>>> or undefined in one or more files.
>>>Input error: Numeric characters expected
>>>Input error: Numeric characters expected
0 AU=HEAD, J
2 AU=HEAD J?
37909 AU=JEAN
6510 AU=HEAD
1 AU=JEAN (2N) AU=HEAD
1150 BY=JEAN
39 BY=HEAD
0 BY=JEAN (2N) BY=HEAD
S3 3 AU=(HEAD, J OR HEAD J? OR JEAN(2N)HEAD) OR
    BY=(JEAN (2N) HEAD)

```

**? t s3/3/all**

**Dialog eLink:**



3/3/1 (Item 1 from file: 65)

DIALOG(R)File 65: Inside Conferences

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04239829 **Inside Conference Item ID: CN044485692**

**NOT PRESENTED Asymmetry Analysis using Automatic Segmentation and Classification for Breast Cancer Detection in Thermograms**

Hairong, Q.; Head Jonathan, F.

**Conference:** IEEE; Engineering in Medicine and Biology Society; Building new bridges at the frontiers of engineering and medicine - Annual international conference; 23rd

PROCEEDINGS OF THE ANNUAL INTERNATIONAL CONFERENCE-IEEE

ENGINEERING IN MEDICINE AND BIOLOGY SOCIETY , 2001; 23RD; VOL 3 P:  
2866-2869

IEEE, 2001

**ISSN:** 1094-687X **ISBN:** 0780372115; 0780372123

**Language:** English **Document Type:** Conference Papers

**Sponsor:** IEEE

**Location:** Istanbul

2001; Oct ( 200110 ) ( 200110 )

**Note:**

Held as part of the World congress on medical physics and biological engineering. IEEE catalog number 01CH37272. Vol 2-4 only held. Also known as EMBC 2001

**Dialog eLink:** 

3/3/2 (Item 2 from file: 65)

DIALOG(R)File 65: Inside Conferences

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04239816 **Inside Conference Item ID:** CN044485564

**Determination of Mean Temperatures of Normal Whole Breast and Breast Quadrants by Infrared Imaging and Image Analysis**

**Head** Jonathan, F.; Lipari Charles, A.; Elliott Robert, L.

**Conference:** IEEE; Engineering in Medicine and Biology Society; Building new bridges at the frontiers of engineering and medicine - Annual international conference; 23rd

PROCEEDINGS OF THE ANNUAL INTERNATIONAL CONFERENCE-IEEE  
ENGINEERING IN MEDICINE AND BIOLOGY SOCIETY , 2001; 23RD; VOL 3 P:  
2823-2825

IEEE, 2001

**ISSN:** 1094-687X **ISBN:** 0780372115; 0780372123

**Language:** English **Document Type:** Conference Papers

**Sponsor:** IEEE

**Location:** Istanbul

2001; Oct ( 200110 ) ( 200110 )

**Note:**

Held as part of the World congress on medical physics and biological engineering. IEEE catalog number 01CH37272. Vol 2-4 only held. Also known as EMBC 2001

3/3/3 (Item 1 from file: 756)

DIALOG(R)File 756: Daily/Sunday Telegraph

(c) 2011 Telegraph Group. All rights reserved.

0000736887 (USE FORMAT 7 FOR FULLTEXT)

**My Book Club author.type byline author Genevieve Fox**

the time I arrive at the Phoenix Open Book Group in Crouch End, the butterscotch

cupcakes have been passed round and Sally Tagholm, the group's spirited leader, has got the introductions under way. Jean goes first, finishing off by saying how "very anxious" she was to join. "What she hasn't said," says Shelagh to her left, "is that she's totally blind and is the best-read member of the group." Though **Jean** shakes her **head** ferociously, a murmur of assent sounds out.

Daily Telegraph , p 029

Saturday , December 12, 2009

**Journal Code:** DT **Language:** ENGLISH **Record Type:** FULLTEXT **Document**

**Type:** NEWSPAPER

**Word Count:** 269

? **ds**

```
Set      Items   Description
S1          0     AU=(HEAD, S OR HEAD S? OR STEPHANY(2N)HEAD) OR
BY=(STEPHAN-
                  Y(2N)HEAD)
S2      10260    (STEPHANY OR JEAN)(2N)HEAD
S3          3     AU=(HEAD, J OR HEAD J? OR JEAN(2N)HEAD) OR
BY=(JEAN(2N)HEA-
                  D)
```

? **s s2 and (value(2n)(position or positioning or proposition))**

Processing

Processing

Processing

Processing

Processing

Processed 10 of 48 files ...

Processing

Completed processing all files

10260 S2

18106112 VALUE

13241870 POSITION

1185685 POSITIONING

1159229 PROPOSITION

580437 VALUE(2N)((POSITION OR POSITIONING) OR PROPOSITION)

S4 14 S2 AND (VALUE(2N)(POSITION OR POSITIONING OR
PROPOSITION))

? **rd**

S5 10 RD (unique items)

? **t s5/3/all**

**Dialog eLink:** 

5/3/1 (Item 1 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

(c) 2011 ProQuest Info&Learning. All rights reserved.

06447979 1826281021

**Event Brief of Q2 2009 Under Armour, Inc Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Jul 28, 2009

**Journal Code:** FDCW

**Word Count:** 9346

**Dialog eLink:** [http://fulltext.readex.com/Options.asp?FileID=15&ItemID=2&Page=1&PageCount=15](#)

5/3/2 (Item 2 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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03686584 837609191

**France Telecom Q1 2005 Sales Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Apr 28, 2005

**Journal Code:** FDCW

**Word Count:** 16816

5/3/3 (Item 1 from file: 610)

DIALOG(R)File 610: Business Wire

(c) 2011 Business Wire. All rights reserved.

0001785409 IA90C918090F611DC95BECF89582852B1 **(USE FORMAT 7 FOR FULLTEXT)**

**Ad Infuse and M:Metrics Partner for Mobile Ad Degree - London, Defining the Mobile Opportunity Through the Eyes of Operators, Publishers and Agencies**

Business Wire

Monday , November 12, 2007 T08:00:00Z

**Journal Code:** BW **Language:** ENGLISH **Record Type:** FULLTEXT **Document**

**Type:** NEWSWIRE

**Word Count:** 794

5/3/4 (Item 1 from file: 613)

DIALOG(R)File 613: PR Newswire

(c) 2011 PR Newswire Association Inc. All rights reserved.

**0003361484 IDCFD52800C1511DF9A71B6DD96F5C7DF (USE FORMAT 7 FOR FULLTEXT)**

**EXL Announces Four Transformation Service Offerings** Service offerings leverage proprietary methodology, advanced systems and technology, and best practices

PR Newswire

Thursday , January 28, 2010 T14:00:00Z

**Journal Code:** PR **Language:** ENGLISH **Record Type:** FULLTEXT **Document**

**Type:** NEWSWIRE

**Word Count:** 657

5/3/5 (Item 1 from file: 634)

DIALOG(R)File 634: San Jose Mercury

(c) 2011 San Jose Mercury News. All rights reserved.

10532101

**SGI CARVES LINUX NICHE BELATED STRATEGY: OPERATING SYSTEM WILL RUN ON TOP OF PENTIUM PROCESSORS.**

San Jose Mercury News ( SJ ) - Tuesday, February 1, 2000

**By:** TOM QUINLAN, Mercury News Staff Writer

**Edition:** Morning Final **Section:** Business **Page:** 1C

**Word Count:** 828

5/3/6 (Item 1 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

(c) 2011 Dialog. All rights reserved.

**76537049 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**EXL Announces Four Transformation Service Offerings**

PR NEWSWIRE (US)

January 28, 2010

**Journal Code:** WPRU **Language:** English **Record Type:** FULLTEXT

**Word Count:** 758

5/3/7 (Item 2 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

(c) 2011 Dialog. All rights reserved.

**18313558 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**Leading Independent Tech PR Agencies Form GlobalFluency to Compete Against**

## **Large Agency Conglomerates**

PR NEWSWIRE

August 13, 2001

**Journal Code:** WPRW **Language:** English **Record Type:** FULLTEXT

**Word Count:** 739

5/3/8 (Item 3 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

(c) 2011 Dialog. All rights reserved.

**09375119 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**Mountain View, Calif.-Based Graphics Company Introduces Linux Systems**

Tom Quinlan

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (SAN JOSE MERCURY

NEWS - CALIFORNIA)

February 01, 2000

**Journal Code:** KSJM **Language:** English **Record Type:** FULLTEXT

**Word Count:** 817

5/3/9 (Item 4 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

(c) 2011 Dialog. All rights reserved.

**07407885 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**IBM admits Sun has eclipsed AIX market.**

**Vendor launches campaign to regain edge but internal divisions in**

Paddy Carter and Andy Favell.

PC DEALER , p 20

September 22, 1999

**Journal Code:** WPCD **Language:** English **Record Type:** FULLTEXT

**Word Count:** 1114

5/3/10 (Item 1 from file: 703)

DIALOG(R)File 703: USA Today

(c) 2011 USA Today. All rights reserved.

08793819

**Can California's money mess be fixed?**

USA TODAY ( US ) - WEDNESDAY October 01, 2003

By: Dennis Cauchon

Edition: FINAL Section: NEWS Page: 01A

Word Count: 2579

? ds

Set	Items	Description
S1	0	AU=(HEAD, S OR HEAD S? OR STEPHANY(2N)HEAD) OR BY=(STEPHAN- Y(2N)HEAD)
S2	10260	(STEPHANY OR JEAN)(2N)HEAD
S3	3	AU=(HEAD, J OR HEAD J? OR JEAN(2N)HEAD) OR BY=(JEAN(2N)HEA- D)
S4	14	S2 AND (VALUE(2N) (POSITION OR POSITIONING OR PROPOSITION))
S5	10	RD (unique items)

? s (calculate or calculates or calculated or calculating or calculation or  
calculations)(5n)(value(2w)(position or positioning or proposition))

Processing

Processing

Processing

Processing

Processing

Processing

Processed 10 of 48 files ...

Processing

Processed 20 of 48 files ...

Completed processing all files

712504 CALCULATE

272560 CALCULATES

1924071 CALCULATED

501418 CALCULATING

1093664 CALCULATION

1186272 CALCULATIONS

18106112 VALUE

13241870 POSITION

1185685 POSITIONING

1159229 PROPOSITION

S6 116 (CALCULATE OR CALCULATES OR CALCULATED OR CALCULATING

OR

CALCULATION OR CALCULATIONS) (5N) (VALUE (2W) (POSITION

OR

POSITIONING OR PROPOSITION))

? s pd<20030616

Processing

Processing

```
Processing
Processed 10 of 48 files ...
Processing
Processing
Processing
Processing
Processing
Processing
Processing
>>>One or more prefixes are unsupported
>>> or undefined in one or more files.
```

```
Processing
Processing
Processed 20 of 48 files ...
Processing
Processing
Processed 30 of 48 files ...
Processing
Processing
Processed 40 of 48 files ...
Processing
Processing
Completed processing all files
S792441942 PD<20030616
```

## ? ds

```
Set      Items   Description
S1          0     AU=(HEAD, S OR HEAD S? OR STEPHANY(2N)HEAD) OR
BY=(STEPHAN-
                  Y(2N)HEAD)
S2          10260  (STEPHANY OR JEAN)(2N)HEAD
S3          3     AU=(HEAD, J OR HEAD J? OR JEAN(2N)HEAD) OR
BY=(JEAN(2N)HEA-
                  D)
S4          14    S2 AND (VALUE(2N)(POSITION OR POSITIONING OR
PROPOSITION))
S5          10    RD  (unique items)
S6          116   (CALCULATE OR CALCULATES OR CALCULATED OR CALCULATING
OR C-
                  ALCULATION OR CALCULATIONS)(5N)(VALUE(2W)(POSITION OR
POSITIO-
                  NING OR PROPOSITION))
S7          92441942 PD<20030616
```

## ? s s7 and s6

```
92441942  S7
           116  S6
S8          45   S7 AND S6
```

## ? rd

```
S9          32   RD  (unique items)
```

## ? t s9/3/all

Dialog eLink:  9/3/1 (Item 1 from file: 15)  
DIALOG(R)File 15: ABI/Inform(R)  
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07023891 2048540941

**The legal foundations of financial collapse**

Sissoko, Carolyn  
Journal of Financial Economic Policy v2n1 pp: 5-34  
2010  
**ISSN:** 1757-6385 **Journal Code:** JFEP  
**Word Count:** 16486

**Dialog eLink:** [View Record in Dialog](#)  
9/3/2 (Item 2 from file: 15)  
DIALOG(R)File 15: ABI/Inform(R)  
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06811319 2053719551  
**ITT Educational Services, Inc. at Bank of America Merrill Lynch Services Conference - Final**

Anonymous  
Fair Disclosure Wire pp: n/a  
May 25, 2010  
**Journal Code:** FDCW  
**Word Count:** 8059

**Dialog eLink:** [View Record in Dialog](#)  
9/3/3 (Item 3 from file: 15)  
DIALOG(R)File 15: ABI/Inform(R)  
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02315568 86920358  
**Computer simulation of dynamic states of the silicon micromotor**

Pelikant, Adam; Wiak, S[ection]awomir; Kome5za, Krzysztof  
Compel v17n3 pp: 307-312  
1998  
**ISSN:** 0332-1649 **Journal Code:** COPL  
**Word Count:** 1057

**Dialog eLink:** [View Record in Dialog](#)  
9/3/4 (Item 4 from file: 15)  
DIALOG(R)File 15: ABI/Inform(R)  
(c) 2011 ProQuest Info&Learning. All rights reserved.

01515545 01-66533

## **Snatching defeat from the jaws of victory**

Cressman, George E Jr  
Marketing Management v6n2 pp: 8-19  
S. 1987

ISSN: 1061-3846 Journal Code: MMA

ISSN: 1081-3846 J  
Word Count: 5262

#### **Word Count.**

## Dialog eLink: Einrichtung der Benutzersichten

9/3/5 (Item 5 from file: 15)

## DIALOG(R)File 15: ABI/Inform(R)

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00644268 92-59208

## Effective Marketing in Taiwan: Profiles of the Top Performers

Lai, W. B.; Huang, J. Y.; Hooley, Graham; Lynch, Jim; Yau, Oliver  
Asia Pacific International Journal of Marketing v4n1 pp: 5-17  
1992

**ISSN:** 0954-7517 **Journal Code:** API

**Word Count:** 4305

Dialog eLink: **NETTO Full Test Remedial Options**

**Dialog Link:** 9/3/6 (Item 6 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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00442704 89-14491

## Swap Traders Sift Through Interest Rate Applications

Schmerken, Ivy

Wall Street Computer Review v6n6 pp: 10-13 58-62 75

Wall Street  
Mar 1989

ISSN: 0738-4343 Journal Code: WSC

9/3/1 (Item 1 from file: 9)

DIALOG(R)File 9: Business & Industry(R)  
(c) 2011 G-1/G All rights reserved

(c) 2011 Gale/Cengage. All rights reserved.

01081752 Supplier Number: 23599218 (USE FORMAT 7 OR 9 FOR FULLTEXT)

## "Fox Hunting" with GPS

( GPS application provides time savings and accuracy improvements to determine unknown UHF/VHF transmitter locations in conjunction with a radio direction

**finder** )

GPS World , v 7 , n 8 , p 55

August 1996

**Document Type:** Journal **ISSN:** 1048-5104 ( United States )

**Language:** English **Record Type:** Fulltext

**Word Count:** 272

9/3/8 (Item 1 from file: 624)

DIALOG(R)File 624: McGraw-Hill Publications

(c) 2011 McGraw-Hill Co. Inc. All rights reserved.

**pla**

**Megawatt Daily**

0002404131 IBB00E290BF3A11DF81B3EAA53B1C409F

***MISO members eye value proposition of RTOs***

CRAIG CANO

Megawatt Daily , v 15 , n 158 , p 1

Monday , August 30, 2010

**Journal Code:** MD **Language:** ENGLISH **Record Type:** FULLTEXT

**Document Type:** Newsletter **Section Heading:** Megawatt Daily **ISSN:** 1088-4319

**Word Count:** 1,097

9/3/9 (Item 2 from file: 624)

DIALOG(R)File 624: McGraw-Hill Publications

(c) 2011 McGraw-Hill Co. Inc. All rights reserved.

**Electric Utility Week**

0002404095 IB0737810BF3A11DF81B3EAA53B1C409F

***In MISO, members tackle newly 'hot topic' of strategy; different priorities are evident***

CRAIG CANO

Electric Utility Week

Monday , August 30, 2010

**Journal Code:** EUW **Language:** ENGLISH **Record Type:** FULLTEXT

**Document Type:** Newsletter **Section Heading:** Markets **ISSN:** 0046-1695

**Word Count:** 1,069

9/3/10 (Item 3 from file: 624)

DIALOG(R)File 624: McGraw-Hill Publications

(c) 2011 McGraw-Hill Co. Inc. All rights reserved.



0002404053 IA5FDB440BF3A11DF81B3EAA53B1C409F

***With FirstEnergy, Duke Energy planning to pull out, remaining MISO members set to look at RTO's value***

CRAIG CANO

Energy Trader , p 1

Monday , August 30, 2010

**Journal Code:** ET **Language:** ENGLISH **Record Type:** FULLTEXT

**Document Type:** Newsletter **Section Heading:** Front Page **ISSN:** 1545-1127

**Word Count:** 1,107

9/3/11 (Item 4 from file: 624)

DIALOG(R)File 624: McGraw-Hill Publications

(c) 2011 McGraw-Hill Co. Inc. All rights reserved.



0002403792 I6A956BF0BF3A11DF81B3EAA53B1C409F

***MISO member sectors tackle 'hot' topics of strategic direction, near-term initiatives***

CRAIG CANO

Inside FERC

Monday , August 30, 2010

**Journal Code:** FERC **Language:** ENGLISH **Record Type:** FULLTEXT

**Document Type:** Newsletter **Section Heading:** Electric Power **ISSN:** 0163-948X

**Word Count:** 1,095

9/3/12 (Item 1 from file: 621)

DIALOG(R)File 621: Gale Group New Prod.Annou.(R)

(c) 2011 Gale/Cengage. All rights reserved.

03024357 **Supplier Number:** 79376066 **(USE FORMAT 7 FOR FULLTEXT)**

**Xchange Makes Quantum Leap in Customer Software with Introduction Of Xchange(TM)8.**

PR Newswire , p NA

Oct 23 , 2001

**Language:** English **Record Type:** Fulltext

**Document Type:** Newswire ; Trade

**Word Count:** 2104

9/3/13 (Item 2 from file: 621)

DIALOG(R)File 621: Gale Group New Prod.Annou.(R)

(c) 2011 Gale/Cengage. All rights reserved.

**02220871 Supplier Number: 57157798 (USE FORMAT 7 FOR FULLTEXT)**  
**The Web's Best Financial Calculators Launch New Advertising Campaign.**

PR Newswire , p 5971

Nov 3 , 1999

**Language:** English **Record Type:** Fulltext

**Document Type:** Newswire ; Trade

**Word Count:** 431

9/3/14 (Item 1 from file: 636)

DIALOG(R)File 636: Gale Group Newsletter DB(TM)

(c) 2011 Gale/Cengage. All rights reserved.

**05150883 Supplier Number: 80787373 (USE FORMAT 7 FOR FULLTEXT)**

**A value proposition addressing hospital financial concerns.**

Reaven, Nancy

The BBI Newsletter , v 24 , n 12 , p 298(2)

Dec , 2001

**Language:** English **Record Type:** Fulltext

**Document Type:** Newsletter ; Trade

**Word Count:** 1673

9/3/15 (Item 2 from file: 636)

DIALOG(R)File 636: Gale Group Newsletter DB(TM)

(c) 2011 Gale/Cengage. All rights reserved.

**05144649 Supplier Number: 80592213 (USE FORMAT 7 FOR FULLTEXT)**

**Web Exclusive: Making Money In Tough Times.**

Via Satellite , v 16 , n 12 , p NA

Dec 1 , 2001

**Language:** English **Record Type:** Fulltext

**Document Type:** Magazine/Journal ; Trade

**Word Count:** 2115

9/3/16 (Item 1 from file: 613)  
DIALOG(R)File 613: PR Newswire  
(c) 2011 PR Newswire Association Inc. All rights reserved.

00662949 20011023NETU049 (**USE FORMAT 7 FOR FULLTEXT**)  
**Xchange Makes Quantum Leap in Customer Software**

PR Newswire  
Tuesday , October 23, 2001 16:44 EDT  
**Journal Code:** PR **Language:** ENGLISH **Record Type:** FULLTEXT **Document Type:** NEWSWIRE  
**Word Count:** 2,003

9/3/17 (Item 1 from file: 16)  
DIALOG(R)File 16: Gale Group PROMT(R)  
(c) 2011 Gale/Cengage. All rights reserved.

09794305 **Supplier Number:** 86141154 (**USE FORMAT 7 FOR FULLTEXT**)

**Online trading flexes muscle; proclaims staying power. (Electric & Gas Trading).(Brief Article)**  
Feblowitz, Jill  
Electric Light & Power , v 80 , n 5 , p 30(1)  
May , 2002  
**Language:** English **Record Type:** Fulltext  
**Article Type:** Brief Article  
**Document Type:** Magazine/Journal ; Trade  
**Word Count:** 723

9/3/18 (Item 1 from file: 148)  
DIALOG(R)File 148: Gale Group Trade & Industry DB  
(c) 2011 Gale/Cengage. All rights reserved.

0028110642 **Supplier Number:** 251564366 (**USE FORMAT 7 OR 9 FOR FULL TEXT**)  
**Entergy Customers to Benefit by Joining Energy Market.**

PR Newswire , NA  
March 16 , 2011  
**Language:** English  
**Record Type:** Fulltext  
**Word Count:** 427 **Line Count:** 00047

9/3/19 (Item 2 from file: 148)  
DIALOG(R)File 148: Gale Group Trade & Industry DB  
(c) 2011 Gale/Cengage. All rights reserved.

0027871987 **Supplier Number:** 247465427 (USE FORMAT 7 OR 9 FOR FULL TEXT )

**2010 Value Proposition Reveals \$1.3B-\$1.6B in Annual Economic Benefits to Midwest ISO Region.**

PR Newswire , NA  
Jan 25 , 2011  
**Language:** English  
**Record Type:** Fulltext  
**Word Count:** 544 **Line Count:** 00065

9/3/20 (Item 3 from file: 148)  
DIALOG(R)File 148: Gale Group Trade & Industry DB  
(c) 2011 Gale/Cengage. All rights reserved.

0027439470 **Supplier Number:** 238749043 (USE FORMAT 7 OR 9 FOR FULL TEXT )

**Excess cash and stock returns.**

Simutin, Mikhail  
Financial Management , 39 , 3 , 1197(26)  
Autumn , 2010  
ISSN: 0046-3892  
**Language:** English  
**Record Type:** Fulltext  
**Word Count:** 11134 **Line Count:** 01251

9/3/21 (Item 4 from file: 148)  
DIALOG(R)File 148: Gale Group Trade & Industry DB  
(c) 2011 Gale/Cengage. All rights reserved.

0026729756 **Supplier Number:** 224717252 (USE FORMAT 7 OR 9 FOR FULL TEXT )

**Seven Steps to a Rewarding Transitional Career.**

M2 Presswire , NA  
April 23 , 2010  
**Language:** English  
**Record Type:** Fulltext  
**Word Count:** 600 **Line Count:** 00058

9/3/22 (Item 1 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
(c) 2011 Dialog. All rights reserved.

**81712877 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Event Brief of Deutsche Bank Capital Increase and public tender offer for Deutsche Postbank Conference Call - Part 2**

FAIR DISCLOSURE WIRE  
September 13, 2010  
**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4801

9/3/23 (Item 2 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
(c) 2011 Dialog. All rights reserved.

**81712871 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Deutsche Bank Capital Increase and public tender offer for Deutsche Postbank Conference Call - Part 2**

FAIR DISCLOSURE WIRE  
September 13, 2010  
**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4837

9/3/24 (Item 3 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
(c) 2011 Dialog. All rights reserved.

**79802291 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**ITT Educational Services, Inc. at Bank of America Merrill Lynch Services Conference - Part 1**

FAIR DISCLOSURE WIRE  
May 25, 2010  
**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4677

9/3/25 (Item 4 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
(c) 2011 Dialog. All rights reserved.

**78370177 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

## **Research and Markets: Seven Steps to a Rewarding Transitional Career**

M2 PRESSWIRE

April 23, 2010

**Journal Code:** WMPR **Language:** English **Record Type:** FULLTEXT

**Word Count:** 589

**Dialog eLink:** [INSPEC Full Text Record Options](#)

9/3/26 (Item 1 from file: 2)

DIALOG(R)File 2: INSPEC

(c) 2011 The IET. All rights reserved.

04421465

**Title:** Experimental study on positioning accuracy improvement of hydraulic cylinders using a microcomputer-case of using directional control valve and proportional-type flow-control valve

**Author(s):** Kondo, H.; Yamaguchi, K.

**Journal:** Journal of the Japan Hydraulics and Pneumatics Society , vol.20 , no.2 , pp.160-7

**Country of Publication:** Japan

**Publication Date:** March 1989

**ISSN:** 0286-6900

**ISSN Type:** print

**CODEN:** YTKUD2

**Language:** Japanese

**Subfile(s):** C (Computing & Control Engineering)

**INSPEC Update Issue:** 1989-017

**Copyright:** 1989, IEE

**Dialog eLink:** [INSPEC Full Text Record Options](#)

9/3/27 (Item 2 from file: 2)

DIALOG(R)File 2: INSPEC

(c) 2011 The IET. All rights reserved.

01977199

**Title:** Comments on 'Precise definition of group velocity'

**Author(s):** Bergmann, E.E.<sup>1</sup>

**Affiliation(s):**

<sup>1</sup> Dept. of Phys., Lehigh Univ., Bethlehem, PA, USA

**Journal:** American Journal of Physics , vol.44 , no.9 , pp.890-1

**Country of Publication:** USA

**Publication Date:** Sept. 1976  
**ISSN:** 0002-9505  
**ISSN Type:** print  
**CODEN:** AJPIAS  
**Language:** English  
**Subfile(s):** A (Physics)  
**INSPEC Update Issue:** 1976-010

**Copyright:** 1976, IEE

**Dialog eLink:**   
9/3/28 (Item 3 from file: 2)  
DIALOG(R)File 2: INSPEC  
(c) 2011 The IET. All rights reserved.

01453947

**Title:** The change in beam spot size due to second-order effects in a first- order achromatic beam transport system

**Author(s):** Lobb, D.E.<sup>1</sup>

**Affiliation(s):**

<sup>1</sup> Univ. Victoria, BC, Canada

**Journal:** Nuclear Instruments and Methods , vol.103 , no.2 , pp.271-5

**Country of Publication:** Netherlands

**Publication Date:** 1 Sept. 1972

**ISSN:** 0029-554X

**ISSN Type:** print

**CODEN:** NUIMAL

**Language:** English

**Subfile(s):** A (Physics); B (Electrical & Electronic Engineering)

**INSPEC Update Issue:** 1972-010

**Copyright:** 1972, IEE

**Dialog eLink:**   
9/3/29 (Item 4 from file: 2)  
DIALOG(R)File 2: INSPEC  
(c) 2011 The IET. All rights reserved.

01320681

**Title:** A mean value position calculator unit for pulse-height analyzers

**Author(s):** Sidenius, G.<sup>1</sup>

**Affiliation(s):**

<sup>1</sup> Univ. Copenhagen, Denmark

**Journal:** Nuclear Instruments and Methods , vol.96 , no.1 , pp.1-2

**Country of Publication:** Netherlands

**Publication Date:** 15 Sept. 1971

**ISSN:** 0029-554X

**ISSN Type:** print

**CODEN:** NUIMAL

**Language:** English

**Subfile(s):** A (Physics); B (Electrical & Electronic Engineering)

**INSPEC Update Issue:** 1971-010

**Copyright:** 1971, IEE

**Dialog eLink:** [INSPEC Full Text Database Options](#)

9/3/30 (Item 5 from file: 2)

DIALOG(R)File 2: INSPEC

(c) 2011 The IET. All rights reserved.

01219081

**Title:** The ratio of electron capture to positron emission in the decay of <sup>58</sup>Co

**Author(s):** Williams, A.<sup>1</sup>

**Affiliation(s):**

<sup>1</sup> Nat. Phys. Lab., Teddington, UK

**Journal:** Nuclear Physics A , vol.A153 , no.2 , pp.665-72

**Country of Publication:** Netherlands

**Publication Date:** 21 Sept. 1970

**ISSN:** 0375-9474

**ISSN Type:** print

**CODEN:** NUPABL

**Language:** English

**Subfile(s):** A (Physics)

**INSPEC Update Issue:** 1971-002

**Copyright:** 1971, IEE

9/3/31 (Item 1 from file: 641)

DIALOG(R)File 641: Rocky Mountain News

(c) 2009 Scripps Howard News. All rights reserved.

06685128

**U.S. FACTORY ORDERS DROP 0.8% IN MAY**

Rocky Mountain News ( RM ) - FRIDAY JULY 3, 1992

**By:** REUTER

**Edition:** FINAL **Section:** BUSINESS **Page:** 55

**Word Count:** 379

9/3/32 (Item 1 from file: 47)

DIALOG(R)File 47: Gale Group Magazine DB(TM)

(c) 2011 Gale/Cengage. All rights reserved.

05125430 **Supplier Number:** 20417668 (USE FORMAT 7 OR 9 FOR FULL TEXT )

**Taking economics personally. (professor Steven E. Landsburg)(Interview)**

Doherty, Brian

Reason , v29 , n9 , p21(1)

Feb , 1998

**Document Type:** Interview

ISSN: 0048-6906

**Language:** English **Record Type:** Fulltext; Abstract

**Word Count:** 473 **Line Count:** 00039

? t s9/3,k/4,14

Dialog eLink: [GetFullTextRefinedOptions](#)

9/3,K/4 (Item 4 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

(c) 2011 ProQuest Info&Learning. All rights reserved.

01515545 01-66533

**Snatching defeat from the jaws of victory**

Cressman, George E Jr

Marketing Management v6n2 pp: 8-19

Summer 1997

**ISSN:** 1061-3846 **Journal Code:** MMA

**Word Count:** 5262

**Text:**

...can then be calculated as the competitor's price as a percentage of  
the  
average price charged by all of the competitors in the market.

**Calculate** each competitor's **value position** as the sum  
of each feature's performance score times the feature's weight.

Plot each competitor on the value map. Plot the fair value...

9/3,K/14 (Item 1 from file: 636)  
DIALOG(R)File 636: Gale Group Newsletter DB(TM)  
(c) 2011 Gale/Cengage. All rights reserved.

05150883 **Supplier Number:** 80787373 (**USE FORMAT 7 FOR FULLTEXT**)

**A value proposition addressing hospital financial concerns.**

Reaven, Nancy

The BBI Newsletter , v 24 , n 12 , p 298(2)

Dec , 2001

**Language:** English **Record Type:** Fulltext

**Document Type:** Newsletter ; Trade

**Word Count:** 1673

-  
...understand it except in the most superficial way.

Some technology companies are adopting a strategy from the pharmaceutical industry by building interactive software models that **calculate** and display the **value proposition** for individual customers. In addition to containing data covering the clinical benefits of the technology, these models are capable of calculating the corresponding economic outcomes...

**20011201**

? ds

Set	Items	Description
S1	0	AU=(HEAD, S OR HEAD S? OR STEPHANY(2N)HEAD) OR BY=(STEPHAN- Y(2N)HEAD)
S2	10260	(STEPHANY OR JEAN)(2N)HEAD
S3	3	AU=(HEAD, J OR HEAD J? OR JEAN(2N)HEAD) OR BY=(JEAN(2N)HEA- D)
S4	14	S2 AND (VALUE(2N) (POSITION OR POSITIONING OR PROPOSITION))
S5	10	RD (unique items)
S6	116	(CALCULATE OR CALCULATES OR CALCULATED OR CALCULATING OR C- ALCULATION OR CALCULATIONS) (5N) (VALUE(2W) (POSITION OR POSITIONING OR PROPOSITION))
S7	92441942	PD<20030616
S8	45	S7 AND S6
S9	32	RD (unique items)

? s s7 and (value(2n)(position or positioning or proposition)) and (wealth) and (factor or factors)

Processing  
Processed 10 of 48 files ...  
Processing  
Processing  
Processed 20 of 48 files ...  
Processing  
Completed processing all files  
    92441942 S7  
    18106112 VALUE  
    13241870 POSITION  
    1185685 POSITIONING  
    1159229 PROPOSITION  
    580437 VALUE(2N)((POSITION OR POSITIONING) OR PROPOSITION)  
    1947601 WEALTH  
    4523732 FACTOR  
    10478117 FACTORS  
S10       958 S7 AND (VALUE(2N)(POSITION OR POSITIONING OR PROPOSITION)) AND (WEALTH) AND (FACTOR OR FACTORS)

? s s10 and (competition or competitor or competing)

    958 S10  
    9306254 COMPETITION  
    1181004 COMPETITOR  
    2108419 COMPETING  
S11       467 S10 AND (COMPETITION OR COMPETITOR OR COMPETING)

? s s11 and (proposal or proposals)

    467 S11  
    3978071 PROPOSAL  
    2605300 PROPOSALS  
S12       62 S11 AND (PROPOSAL OR PROPOSALS)

? rd

S13       53 RD (unique items)

? t s13/3/all

**Dialog eLink:** [View Full Text Preferred Options](#)

13/3/1 (Item 1 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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07107711 2294749121

**CME Group Inc. at Thomson Reuters Future Face of Finance Summit New York - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Mar 2, 2011

**Journal Code:** FDCW

**Word Count:** 8269

**Dialog eLink:** [View Full Text Preferred Options](#)

13/3/2 (Item 2 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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07067825 2261882521

**Event Brief of Q4 2010 Boston Properties Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Jan 26, 2011

**Journal Code:** FDCW

**Word Count:** 15430

**Dialog eLink:** [View Full Text Preferred Options](#)

13/3/3 (Item 3 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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07067536 2261846291

**Q4 2010 Boston Properties Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Jan 26, 2011

**Journal Code:** FDCW

**Word Count:** 17888

**Dialog eLink:** [View Full Text Preferred Options](#)

13/3/4 (Item 4 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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07047434 2251231721

### **Q4 2010 Webster Financial Corp. Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Jan 14, 2011

**Journal Code:** FDCW

**Word Count:** 12276

**Dialog eLink:** [View Full Text Preferred Options](#)

13/3/5 (Item 5 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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07023109 1935915611

### **Research at the Innovative Manufacturing Research Centres**

Analysis from the mid-term review of the Innovative Manufacturing Programme

Dekkers, Rob

Journal of Manufacturing Technology Management v21n1 pp: 63-99

2010

**ISSN:** 1741-038X **Journal Code:** ING

**Word Count:** 11520

**Dialog eLink:** [View Full Text Preferred Options](#)

13/3/6 (Item 6 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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07012988 2213534181

### **Sun Life Financial Inc. Investor Day - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Nov 23, 2010

**Journal Code:** FDCW

**Word Count:** 29676

**Dialog eLink:** [http://www.dialog.com/15/13/3/7](#)

13/3/7 (Item 7 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06952511 2165539181

**Parker Hannifin Corp. European Investor Meeting - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Oct 4, 2010

**Journal Code:** FDCW

**Word Count:** 34449

**Dialog eLink:** [http://www.dialog.com/15/13/3/8](#)

13/3/8 (Item 8 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06933168 2149772981

**U.S. Bancorp Investor Day - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Sep 15, 2010

**Journal Code:** FDCW

**Word Count:** 64397

**Dialog eLink:** [http://www.dialog.com/15/13/3/9](#)

13/3/9 (Item 9 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06928116 2145807731

**Brambles Limited Operations Review (Day 2) - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Sep 10, 2010

**Journal Code:** FDCW

**Word Count:** 33753

Dialog eLink: USPTO Full Text Search Options

13/3/10 (Item 10 from file: 15)

## DIALOG(R)File 15: ABI/Inform(R)

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06926230 2143969481

Brambles Limited Operations Review (Day 1) - Final

Anonymous

Fair Disclosure Wire pp: n/a

Fall Disciples

Journal Code: EDCW

Journal Code: PBC  
Word Count: 69793

Biology

## Dialog eLink:

13/3/11 (Item 11 from file: 15)  
DIALOG(E)File: 15 ADLs (E)

DIALOG(R)File 15: ABI/Inform(R)  
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262722-61 2122452-61

06870261 2102453611  
02-2019-Lab 4 Read S. E. in S. f. - Cells. E. h.

Δεκαπενταύγουστος

Anonymous  
Fair Disclosure Wins www.fdc.org

Fair Disclosure

Jul 23, 2010

**Journal Code:** FDC  
**Volume:** 4-6623

## Dialog eLink

13/3/12 (Item 12 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

DIALOG(R) File 15: ABI/Inform(R)  
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06849624 2082541311

## The Power of the Purse

Brodsky Robert

Brodsky, Robert  
Government Executive v42n8 pp: 33-34 36 38-39

Government  
Jul 2010

Jul 2010  
ISSN: 0017-3626 Journal Code: GOV

**ISSN:** 0017-2626 **J**  
**Word Count:** 2453

**Dialog eLink:**

13/3/13 (Item 13 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06841525 2075609751

**Hannover Re 13th International Investor's Day - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Jun 24, 2010

**Journal Code:** FDCW

**Word Count:** 55012

**Dialog eLink:**

13/3/14 (Item 14 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06840392 2074412171

**KBR INC Analyst And Investor Day - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Jun 23, 2010

**Journal Code:** FDCW

**Word Count:** 56224

**Dialog eLink:**

13/3/15 (Item 15 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06838143 2071661471

**Internet Capital Group Inc. 2010 Annual Meeting of Stockholders - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Jun 18, 2010

**Journal Code:** FDCW

**Word Count:** 4360

**Dialog eLink:**

13/3/16 (Item 16 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06835435      2069576391

**Toronto Dominion Bank Investor Day: Focus on U.S. Personal and Commercial Banking - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Jun 16, 2010

**Journal Code:** FDCW

**Word Count:** 29417

**Dialog eLink:**

13/3/17 (Item 17 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06819414      2060412541

**Equifax Inc. at Keefe, Bruyette & Woods, Inc.Diversified Financial Services Conference - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Jun 3, 2010

**Journal Code:** FDCW

**Word Count:** 6382

**Dialog eLink:**

13/3/18 (Item 18 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06794856      2043443801

**Wells Fargo & Company 2010 Investor Conference - Final**

Anonymous

Fair Disclosure Wire pp: n/a

May 13, 2010

**Journal Code:** FDCW

**Word Count:** 45531

**Dialog eLink:** [View Full Text & Related Content](#)

13/3/19 (Item 19 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06775331 2030668851

**Event Brief of Q1 2010 Deutsche Bank Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Apr 27, 2010

**Journal Code:** FDCW

**Word Count:** 12059

**Dialog eLink:** [View Full Text & Related Content](#)

13/3/20 (Item 20 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06771177 2026556241

**Q1 2010 C.R. Bard, Inc. Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Apr 22, 2010

**Journal Code:** FDCW

**Word Count:** 12760

**Dialog eLink:** [View Full Text & Related Content](#)

13/3/21 (Item 21 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06737980 2009151521

**Q3 2010 H&R Block, Inc. Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Mar 8, 2010

**Journal Code:** FDCW

**Word Count:** 10719

**Dialog eLink:**

13/3/22 (Item 22 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06724878        1998452381

**Discover Financial Services Analyst Meeting - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Mar 17, 2010

**Journal Code:** FDCW

**Word Count:** 25846

**Dialog eLink:**

13/3/23 (Item 23 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06714793        1990805231

**Event Brief of Q3 2010 H&R Block, Inc. Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Mar 8, 2010

**Journal Code:** FDCW

**Word Count:** 9302

**Dialog eLink:**

13/3/24 (Item 24 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06671778        1972231781

**Principles for Patent Remedies**

Golden, John M

Texas Law Review v88n3 pp: 505-592

Feb 2010

**ISSN:** 0040-4411 **Journal Code:** TRX

**Word Count:** 25520

**Dialog eLink:** [View Record in Dialog](#)

13/3/25 (Item 25 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06658881        1969860601

**Interim 2010 Commonwealth Bank of Australia Earnings Presentation and Webcast - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Feb 9, 2010

**Journal Code:** FDCW

**Word Count:** 12869

**Dialog eLink:** [View Record in Dialog](#)

13/3/26 (Item 26 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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02495027        117543228

**Value and information - concepts and issues for management**

Walters, David; Lancaster, Geoff

Management Decision v37n8 pp: 643

1999

**ISSN:** 0025-1747 **Journal Code:** MGD

**Word Count:** 6810

**Dialog eLink:** [View Record in Dialog](#)

13/3/27 (Item 27 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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02247947        84987430

**The power of accounting: reflecting on water privatization?**

Jean Shaoul

Accounting, Auditing & Accountability Journal v10n3 pp: 382-405

1997

**ISSN:** 0951-3574 **Journal Code:** AAJ  
**Word Count:** 10380

**Dialog eLink:** [View Record in Dialog](#)  
13/3/28 (Item 28 from file: 15)  
DIALOG(R)File 15: ABI/Inform(R)  
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02247374 84987484

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00623502 20011119323B6447 (**USE FORMAT 7 FOR FULLTEXT**)

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**Journal Code:** BW **Language:** ENGLISH **Record Type:** FULLTEXT **Document**

**Type:** NEWSWIRE

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**Language:** English **Record Type:** Fulltext  
**Article Type:** Statistical Data Included  
**Document Type:** Magazine/Journal ; Trade  
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0027597510 **Supplier Number:** 242121510 (USE FORMAT 7 OR 9 FOR FULL TEXT )  
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**Record Type:** Fulltext  
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DIALOG(R)File 148: Gale Group Trade & Industry DB

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09309502 **Supplier Number:** 19070518 (USE FORMAT 7 OR 9 FOR FULL TEXT )

**The new value proposition. (life insurers must learn about customers, operate efficiently to survive intense competition )(Review/Preview)**

Mayewski, Larry G.; Albanese, Michael L.; Crosson, Cynthia J.

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**Language:** English

**Record Type:** Fulltext; Abstract

**Word Count:** 6509 **Line Count:** 00558

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08264156 **Supplier Number:** 17586444 (USE FORMAT 7 OR 9 FOR FULL TEXT )  
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**Language:** English  
**Record Type:** Fulltext; Abstract  
**Word Count:** 14804 **Line Count:** 01239

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**Record Type:** FULLTEXT; ABSTRACT  
**Word Count:** 8314 **Line Count:** 00706

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83305947 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**CLYDE PROCESS SOLUTIONS PLC - Recommended Cash Acquisition by Schenck Process**

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December 01, 2010  
**Journal Code:** WPRD **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 11531

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**79542434 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Equifax Inc. at Keefe, Bruyette & Woods, Inc.Diversified Financial Services**  
**Conference - Part 2**

FAIR DISCLOSURE WIRE  
June 03, 2010  
**Journal Code: WFDW Language: English Record Type: FULLTEXT**  
**Word Count: 1826**

13/3/52 (Item 3 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
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**78620270 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Brookfield Asset Management Announces Strong Operating Cash Flow of \$366**  
**Million for First Quarter of 2010**

MARKETWIRE  
May 06, 2010  
**Journal Code: MWIC Language: English Record Type: FULLTEXT**  
**Word Count: 5773**

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**76403606 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Interim Results for the six months ended 31 October 2009**

HUGIN  
January 21, 2010  
**Journal Code: FHUG Language: English Record Type: FULLTEXT**  
**Word Count: 7548**

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13/3,K/46 (Item 3 from file: 148)  
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09309502   **Supplier Number:** 19070518 (USE FORMAT 7 OR 9 FOR FULL TEXT )  
**The new value proposition. (life insurers must learn about customers, operate efficiently to survive intense competition )(Review/Preview)**

Mayewski, Larry G.; Albanese, Michael L.; Crosson, Cynthia J.  
Best's Review - Life-Health Insurance Edition , v97 , n9 , p54(9)  
Jan , 1997

ISSN: 0005-9706

**Language:** English

**Record Type:** Fulltext; Abstract

**Word Count:** 6509   **Line Count:** 00558

**The new value proposition. (life insurers must learn about customers, operate efficiently to survive intense competition )(Review/Preview)**

**Abstract:** Insurance companies that offer life and health coverage are facing unprecedented **competition** from large foreign insurers and domestic financial-service firms. To stay profitable, US insurers must gather as much information as possible about customers and design...

**Abstract:**

...of earnings and the potential risks that extend across their enterprises. A.M. Best Co. views this information as fundamental in understanding a company's "**value proposition.**"

Finding the answer will be a matter of survival as forces intensify to strip away the regulatory protection insurers have enjoyed and as insurers face fierce **competition** from a growing array of financial services entities.

Companies positioned to survive are well-focused on this question and are using this information to refine...Although opportunities abound in the multitrillion-dollar market for financial-service products as baby boomers head toward retirement, there will also be a need for **wealth**-transfer vehicles as the parents of baby boomers die. The industry has focused on older age groups. However, the younger generation may be increasingly receptive...

...the looming Social Security problem and face their own insecurities about health care and family protection.

Changing buying habits and consumer preferences are also reshaping **competition**. Consumers now define how and what they want to be sold. While most life insurance is still sold by an agent on a face-to-on a **value proposition** will be evident in a company's ability to:

- \* Provide attractive products and build strong relationships with customers;
- \* Establish effective, cost-efficient and stable distribution...

...the insurance industry has been in providing guarantees and advice. The

latest conventional wisdom holds that today's consumer doesn't value either

of these **factors**, preferring instead to play the market and pursue do-it-yourself investing. However, that customer represents just one segment of the market, and those...insurance policies and annuities, and

the establishment by ACLI of its Insurance Marketplace Standards Association (IMSA), which began operations in mid-November. New York's **proposal** toughens existing Regulation 60 by adding new requirements for maintaining records showing that insurers and agents provided the consumer with full disclosure when replacing a early warning of potential

problems. It also could be a mitigating **factor** in litigation.

There are new indications, however, that the costs may have been underestimated and could increase significantly as assessors gain a full understanding of...

...IMSA but we do believe that membership can provide the companies with a

well-structured approach to ensure that appropriate compliance practices

are maintained. Several **factors**, however, will influence the effectiveness of the organization from an industry standpoint.

These **factors** still need to be addressed and will evolve over time. Examples include the actual costs of the assessment process, the true objectivity and independence of...

...but did not go through stated that only holding companies regulated by

the Federal Reserve could establish insurance or securities subsidiaries.

The Treasury's newest **proposals** have set the stage for another major battle between the life insurance industry and the OCC, which has been moving aggressively to expand bank insurance...much of A.M. Best's recent rating activity has centered on how insurers are positioning themselves to remain competitive.

Given the magnitude of exogenous **factors** at work, managements who have not yet done so will face intense pressures to make critical choices. They have to assess their internal human and...strategies to provide payout or retirement income streams to consumers or to meet the growing needs of the population to deal with the transfer of **wealth** from one generation to another. A.M. Best views this as a critical misstep

for many companies because, by not doing so, they forgo an...

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**Dialog eLink:**  DIALOG(R)File 15: ABI/Inform(R)

9/7/4 (Item 4 from file: 15)

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01515545 01-66533

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## **Snatching defeat from the jaws of victory**

### **Abstract:**

Pricing decisions are crucial to business success because they link directly to revenue generation. Many managers, however, seem to make pricing decisions intuitively, with little market-based understanding.

The

essence of a good pricing decision is one that fully considers the arena in

which the pricing decision will take place: the forces that shape the market, customer price sensitivity, competitor interactions, and the internal situation within the firm. To make good pricing decisions, managers need: 1. an understanding of customer price sensitivity, 2.

a

thorough understanding of the product's and/or service's cost structure,

and 3. an understanding of competitor strategies and cost structures.

### **Text:**

(Illustration Omitted)

Why do good managers make bad pricing decisions? War is too important to be

left to the generals" is a phrase sometimes heard in military circles.

In

the same sense, pricing is too important to be left to intuition, guesses,

and presumptions. To be successful, managers must develop pricing policy on

the basis of sound models of customer and competitor behavior.

Pricing decisions are very often based on intuitive feel for customer perspectives and competitive realities, rather than hard data. And yet, price is the only element of the marketing mix that is directly linked to

revenue and profit. All other elements (the products, advertising, sales

force, service support, warranties, and so on) actually represent cost to

the organization. Even though all elements of the mix must work together to

satisfy customer needs and wants, the price customers are willing to pay is

a good indication of how well they think your company is meeting their wants and needs.

So the pricing decision becomes a critical component of marketing strategy, because it affects the revenue generation of the organization and reflects how customers perceive the organization's offerings. Unfortunately, too many managers make pricing decisions without adequate information and analysis. Market-based information and thorough analysis should be the drivers of effective pricing decisions. But how do managers gather the appropriate information and conduct such analyses?

### The Pricing Decision

Let's look at one pricing scenario. The meeting was held on a snowy day in January. Novet's corporate offices, located in a large midwestern city, were quiet as people arrived late because of the new snow storm. Mary Fritz, a marketing manager, started the discussion: "Let me review our progress on Novaton. We introduced it 18 months ago to a marketplace containing no competitive products, and we knew this product would be really valuable to our customers. We set our initial price at \$250 per unit, expecting to sell 5,000 units in our first year, an additional 20,000 units this year, and 40,000 units next year. We just knew that as customers started to use the product, they would tell others. And word of mouth would be our best advertisement.

"We know this new product is really great," Fritz said, "and the customers who bought it like it a lot. But we've only sold 492 units so far. Now we're hearing Holycon Inc. is about to introduce a competing unit called the H-200. Some of our distributors have seen the H-200 and say it's just as good. Holycon has told the distributors they will price at 15% below us. In other markets where we've faced Holycon, we've had to be really aggressive in cutting prices in order to keep share. This time, we would like to get ahead of them, and use a preemptive strategy."

Fritz's group manager, Nina Pacofsky, responded: "OK, what do you suggest? And don't forget, we've committed to some very hefty profit goals this year. I'm not ready to tell Division we're not going to make it-especially this early in the year."

"Well, here's what we propose," said Fritz. "Since Holycon has always cut prices in the past, we're going to cut prices first this time and make it hard for them to compete. We propose to cut prices by 30%. In order to keep our profitability level, we're going to cut back on advertising. And, we figure that the lower price will not only discourage Holycon, but be so

attractive when combined with our features that volume will go way up. We'll actually exceed our projected profit level for the year."

John Fine, the product manager, asked what the awareness level was for Novaton. Fritz didn't know, but Sally Olson found a note in a market research report indicating that awareness was about 25%.

Pacofsky hesitated. "Does anyone know if Holycon has actually built manufacturing facilities for their product?"

James Busky, the manufacturing manager, responded: "I heard from an extruder salesman that he had sold two extruders to Holycon. The salesman told me what the extruders were and said they were for a secret project. But, based on the type of extruders, they could only be used to compete with us. And, given the size of the extruders, Holycon's capacity will probably be about 40,000 units per year, almost 60% of our capacity."

Pacofsky wanted to know what Holycon's costs were likely to be and also wondered whether Holycon would be able to make any money if Novaton's prices were 30% lower.

"Based on our costs, and the fact that Holycon invested two years after us, we believe Holycon will have a margin of 3% on sales," said Tom Jeffries, the group competitive intelligence and market research specialist. Because we were first to market, and customers know us better, we think Holycon will not get enough share to justify its entry. We think they'll drop out of the market if we cut our prices."

"OK," Pacofsky said. "Go ahead with the price cut. We know Holycon always cuts prices, and it's clear we're not getting customers to buy because our prices are too high. Keep me up-to-date on sales. And we've got to keep our profits up."

The meeting adjourned. Mary Fritz headed off to draft new price lists and announcements to the sales force. Heading to her office, she dropped into the advertising manager's office, and asked him to stop all advertising on Novaton. Several pricing issues are evident in this case:

Fritz has proposed cutting prices by 30% to stimulate demand. But why is Novaton not selling? It really could be that the price is perceived by potential customers as being too high relative to delivered benefits. However, with an awareness level of 25%, an equally plausible explanation is that the market is not aware of the product.

The discussion on Novaton was based primarily on sales objectives, reports of Holycon's move, and Novet's profit desires. No one presented data on how customers perceived the product. It is possible the product has flaws that cannot be cured by cutting price. It is also possible that adoption of Novaton would require a significant change in customer behavior. If this is the case, a price cut won't necessarily encourage behavior change; some other element of the marketing mix, such as direct selling and/or technical service might be needed to do so.

The report of Holycon's move, and especially their price point, emerged from conversations with distributors. Distributors are often very valuable sources of information. But a decision of the magnitude Fritz is making requires more data. The report of Holycon's move should have initiated a rush of competitive intelligence work to confirm the report.

Likewise, the understanding of Holycon's manufacturing capacity seems to be based on a single report from an equipment salesman. Again, such reports should have spawned intense competitive intelligence efforts to confirm the salesman's facts.

Finally, the cost estimates for Holycon were based on Novet's own costs.

These estimates could be justified if both organizations have similar operations. However, it is very rare for two firms to have the same cost basis, and even accounting conventions can drive firms to believe they have different costs. Potential pricing moves can vary dramatically on the basis of a firm's costs and management's perceptions of competitors' costs. Pricing moves also can be affected by volume-induced changes in costs.

All of this seems to suggest that Fritz's pricing proposal may be poorly formulated. The Novet case is a highly disguised, but real, case. Managers actually cut the price by 30%. Although there were some minor problems with Novaton itself (primarily related to its package), customers were satisfied with the product overall. In fact, customers reported that they perceived Novaton to be superior to the Holycon product.

The biggest issue was low market awareness. The real Holycon competitor had 50% more manufacturing capacity than Novet had. Furthermore, because of

differences in operating systems, Holycon's costs were almost 60% lower than Novet's. Holycon entered its product with prices 40% lower than Novaton's original price and positioned the product with a massive advertising campaign. Holycon's advertising blitz came just as Novet was

curtailing its advertising. Holycon quickly drove substitution and aggressively took share. Two years later, the real Novet exited the market.

Novet had a product that the market thought was better than Holycon's, but

Novet did not use this product superiority to claim a higher value, higher

price position. It also did not use advertising to drive awareness of their

superiority. Novet's actions allowed Holycon to make the competition price-based. Rather than basing pricing decisions on a full range of market

information and good analysis of this information, Novet based its decisions on competitor views only.

#### Underlying Biases

The Novaton case highlights the need for good data to make pricing decisions. But managers rarely acquire the necessary information and engage

in the analysis required to support their pricing decisions. The essence of

a good pricing decision is one that fully considers the arena in which the

pricing decision will take place: the forces that shape the market, customer price sensitivity, competitor interactions, and the internal situation within the firm. Even though adequate theory and tools are available to analyze these factors fully, managers frequently make poor decisions because several biases interfere in the pricing decision process.

Here are some examples:

Commercial airline operators in the United States are locked in a competitive price war that has eliminated profits in the industry. Many more people are flying, yet the industry is struggling to produce adequate

profits to renew equipment. Although various industry participants are clearly pursuing different customer segments, the total market has become

exceedingly price sensitive.

The high-technology personal computer market has become a commodity market.

Brand names seem to have little value, with manufacturers engaging in intense price competition. Even software sales are going this route.

In the chemicals sector, pricing policies for materials like polyethylene and polypropylene are increasingly driven by manufacturers attempting to fill out unused capacity rather than delivered value.

(Table Omitted)

Captioned as: EXHIBIT I

Also faced with excess capacity, many large retailers in the United States engage in numerous price promotions. Customers have been conditioned to wait for the next promotion one or two weeks away.

Three separate factors affect how managers make pricing decisions: (1) not knowing what's not known, (2) facts, and (3) incorrect assessment of influencing factors.

Not Knowing What's Not Known Knowledge is interpreted data, the accumulation of theories, facts, and relationships over time. In the pricing decision, knowledge often includes accumulated wisdom about customers and how they interpret price, competitors and how they react to price moves, and the business's costs.

A problem for some managers is that they feel much more certain about this accumulated wisdom than is justified by the actual knowledge. This can occur because the knowledge is extrapolated beyond reasonable ranges, because the knowledge has been outdated by current market events, or because the knowledge is based on assumed or hoped-for facts.

In making good pricing decisions, it is critical that managers recognize the limits of their knowledge, i.e., what they really don't know. In a 1992 Sloan Management Review article, Edward Russo and Paul Schoemaker called knowing what we don't know "metaknowledge."

The important issue is that, regardless of what we know or don't know, we are responsible for the range of uncertainty around what we think we know. When we know a lot about a subject, our range of uncertainty should be small; when we know little, it should be large.

The uncertainty range exists no matter how much we know about a subject.

The reason for this is that the marketplace is inherently ambiguous. By establishing uncertainty ranges on our knowledge, we can estimate the impact of unknown factors on our plans. Regardless of the range of uncertainty, if the uncertainty impacts our plans, we must find ways to reduce it

Facts

A related area is the accumulation of facts. All marketplaces generate an incredible number of facts. Managers observe some of these facts, interpret

events to create additional facts, and garner still other facts from colleagues, subordinates, consultants, etc. The observation, creation, and reporting processes are full of selectivity and bias, and that's where managers can often get into trouble with the pricing decision.

Exhibit 1 lists several categories of facts many managers use for decision making. Although these "facts" are evident in all managerial decisions, they are particularly troublesome in pricing decisions.

The point is that the basis for many of our managerial actions—the facts—may not be as solid as we think it is. Even when we engage in rigorous analysis as the basis of our pricing decisions, if our analysis is built on faulty facts, we can still make bad decisions.

#### Incorrect Assessment of Factors

An important mechanism for managerial action is based on understanding cause-and-effect relationships. Managers specify a desired outcome (the effect) and then manipulate those levers they think will cause the desired outcome.

In making good pricing decisions, managers need to build influence models for their marketplace actions. Some do this implicitly and may not even be aware of the factors they are acting on. This is a problem in that there is no way to test whether the assumed influence factors are actually acting the way managers think they are. Managers can improve their understanding of markets by explicitly modeling how outcomes are achieved. This allows for testing of the causal linkages to see if they really are working in the market.

(Graph Omitted)

Captioned as: EXHIBIT 2

#### Making Good Decisions

Now that we've looked at some of the biases that can lead to bad pricing decisions, let's explore the basis of good pricing decisions. To make good pricing decisions, managers need (1) an understanding of customer price sensitivity, (2) a thorough understanding of the product's and/or service's cost structure, and (3) an understanding of competitor strategies and cost structures.

## Customer Price Sensitivity

The best way to understand price sensitivity is to develop insights into how customers perceive the organization's products/services in light of competing products and services. In many markets, customer expectations about the attributes of an offering form a distribution similar to that shown in Exhibit 2. Here, customer expectations center around some "ideal point," and there is often a "floor" representing the minimum acceptable level. Below this threshold, attribute levels are so low customers see the offering as poor in quality.

There is also a ceiling, or highest expected level. Attributes reaching levels above the ceiling might be perceived as delivering too much and, thus, too expensive. The implication of this is that an offering can deliver too much as well as too little. It is possible to underprice or overprice the product/service. Products priced too low may be rejected because customers associate this with poor quality (regardless of how much else is included in the offering). Prices set too high may result in offerings being overlooked because they are perceived as too expensive, regardless of the built in value.

(Graph Omitted)

Captioned as: EXHIBIT 3

A good starting point for understanding how customers perceive offerings is the generation of value maps (see Exhibit 3). Although value maps do not provide price sensitivity data, they can be used to understand how customers perceive competing offerings. In Exhibit 3, each competing offering is represented by a letter (A, B, C, etc.). Value mapping was done for Novaton after

Mary Fritz lowered prices. The map indicated that prior to the price move, Novaton was perceived as a good value (it was right on the "fair value" line). This should have indicated that something other than price was the issue. By dropping the price, Novet forced Holycon to respond with price, and a new fair value line was established. Because Holycon had such low costs, it could survive at the lower prices; Novet could not.

Value mapping. This process works best when done in two steps. First generate a map using management's opinion of customer perceptions and then gather information directly from customers to build a second map. Finally, you compare and analyze the two maps. A value map can be generated through the following process:

List the criteria customers use to make purchase decisions, excluding price. These criteria are the features of the offering. Separate the features into product and service components.

Weight the features listed. Weights are assigned in proportion to how important to customers each offering feature (excluding price) is. The weights must sum to 100.

Across the top of the form, list the competitors participating in the market. When collecting customer data, these are the competitors the customer perceives to be acceptable suppliers.

Rate each competitor on each feature on the basis of a 1 (does not meet customer needs at all) to 10 (perfectly meets needs) scale.

Weight the price and nonprice features of the purchase decision. The sums of these weights (two items) should be 100. For example, price is 40% and nonprice features are 60% of the purchase decision.

List the actual prices charged by the various competitors. A price position on the map can then be calculated as the competitor's price as a percentage of the average price charged by all of the competitors in the market.

**Calculate** each competitor's **value position** as the sum of each feature's performance score times the feature's weight.

Plot each competitor on the value map. Plot the fair value line as having the slope of the price to nonprice weights.

A competitor to the right of the fair value line is delivering more value for its charged price. A competitor to the left of the fair value line is delivering less value for the price. A competitor on the value line is delivering precisely the value for which it is charging. A competitor has an advantage over any competitor to its left. This advantage can be taken through share gain vs. competitors to the left.

Sensitivity data. While the value map is a useful tool to indicate how customers see offerings, it does not produce price sensitivity data. We need to know to what extent changing prices changes the amount of volume our customers will buy.

To make good pricing decisions, the marketing manager needs to know the target customers' price sensitivity. Building out of the perceptual views we get from the value map, a number of research techniques are available to

generate price sensitivity estimates. Among the more useful techniques are

"trade-off' processes such as conjoint analysis and discrete choice modeling. These techniques can give estimates for price and for other elements of the offering you wish to test. Consultation with a good market

researcher is often necessary to implement the trade-off processes.

Understanding customer perceptions of the organization's and competitors'

offerings is the first step in developing good pricing decisions. The marketing manager must then move beyond the perceptual view to a more precise estimate of price sensitivity. The price sensitivity estimate, along with information about the organization's cost structure, can then be

used to investigate the volume implications of pricing decisions.

#### The Firm's Cost Structure

Understanding the firm's cost-more specifically, the firm's cost structure-is the next step in making good pricing decisions. The reason for

this becomes apparent when we explore the pricing move necessary to maximize profits (see box on this page).

In making pricing decisions, all of these dimensions should be integrated.

For example, if customer price sensitivity is high, and the firm's cost structure is primarily variable, the organization should try to decrease

price sensitivity by differentiating its offerings. The reason is that, although the firm's cost structure indicates a higher price is desirable,

customer price sensitivity will prevent such a move. (Of course, the firm

could switch some variable costs to fixed costs by buying its suppliers.

Such a move is undesirable in price sensitive markets because it raises the

level of assets at risk in a price competitive market.)

A good technique for evaluating any pricing move is first to calculate the

volume change associated with just breaking even on a price change.

This is

referred to as the neutralizing volume calculation:

% neutralizing = (-% price change x 100 volume % variable margin + %  
price  
change

where: % variable margin = [(unit price-unit variable cost)/unit price]  
x100

When a price cut is being considered, the neutralizing volume is the volume

increase necessary to break even on the price cut. A greater volume

increase is needed to make a price cut profitable. Likewise, when a price increase is being considered, the neutralizing volume formula gives the maximum volume the firm can lose and break even on the higher price. For a price increase to be profitable, a firm must lose less than the calculated volume.

Combined with the estimate of price sensitivity, the neutralizing volume calculation can be used to assess the profit implications of a price move. The neutralizing volume calculation is the appropriate means for including the firm's costs in the pricing decision.  
(Table Omitted)

**Competitor Strategies/Costs** The third component needed to make good pricing decisions is an understanding of the competition's strategies and costs. Traditionally, managers have used SWOT analysis (strengths/weaknesses/opportunities/threats). SWOT analysis is not entirely helpful for making pricing decisions, however, because it ignores a competitor's strategic intent. Furthermore, SWOT analysis is limited in that it often does not address the question, "A strength (or weakness) relative to what?" From a pricing perspective, the following four-step process improves understanding of competitors:

**Strategic Intent:** What does the competitor intend to do? Which customers (or customer groups) are critical "must win" segments for the competitor? How does the competitor support its intent with product/service positioning? How does the competitor use its pricing policy?

**Capabilities and Barriers:** What does the competitor have that will support achieving its strategic intent? What barriers will prevent the competitor from achieving its strategic intent?

**Likely Outcome:** Comparing the competitor's strategic intent and its capabilities/barriers, what will most likely happen? Will the competitor succeed or fail? What will success look like? What will failure look like?  
**Impact:** Given the likely outcome, what will the impact be on your firm? Will the competitor's success/failure help you? Will the competitor's success/failure hurt you? How? What must you do about this?

To deal with these issues, a particularly useful tool is the industry capacity curve, which can be used to anticipate a competitor's pricing moves. The capacity curve is especially useful when markets exhibit high

intensity. In such markets, understanding how competitors are likely to behave when confronting price moves is extremely important.

To build a capacity curve, you will need the following information:

The productive capacities in the industry. For service businesses, this is the total number of service providers and their average productivity.

Each competitor's total cost (on a per-unit basis, assuming operation at total capacity), and the competitor's fixed and variable cost portions.

(Graph Omitted)

Captioned as: EXHIBIT 4

The industry's total demand curve (that is, the price-volume curve for the industry).

Next, you build the capacity curve (see Exhibit 4):

Across the horizontal axis, array the industry's competitors from left to right in terms of increasing total costs. The width of the bar for each competitor is scaled to the competitor's total capacity. - The height of each competitor's bar is scaled to the competitor's total cost.

And the lower portion of the bar is scaled to the competitor's variable cost (per unit) while the upper portion of the bar is scaled to the competitor's fixed cost (per unit).

Next, you superimpose the industry demand Curve on the plot. The horizontal axis represents volume and the vertical axis represents price.

In looking at Exhibit 4, several observations are possible:

The price that will be in effect is the price where competitor D operates at full capacity (Curve 1). Competitor D will choose to fill its capacity because each incremental unit of production will result in a positive contribution to covering fixed cost.

\*Should the demand curve shift to the left, competitor D will continue to operate, but at less than full capacity (Curve 2). If the demand curve intersects D's variable cost at zero production (Curve 3), D will shut down. At this point, any operation will result in operating below unit variable costs (losses on an ongoing basis).

Of course, competitors A, B, and C do not benefit from D's departure. The reason D exits is because the demand curve has shifted left so that any

operation results in sales below unit variable costs. But this also means that A, B, and C are charging lower prices and, thus, making less money. The departure of D will not drive prices up; the industry is already in supply-demand balance.

A logical move for competitors A, B, and C is to try to shift the demand curve to the right by encouraging customers to see more value in the total industry. In fact, a good operating point is for the demand curve to shift so that the highest cost competitor is operating at bookkept breakeven. At this point, there is no incentive for competitors to price compete to fill capacity (all capacity is filled). Furthermore, there is little incentive for new competitors to enter (or incumbents to expand capacity) because all new capacity will operate at lower prices. Of course, a low-cost competitor might expand capacity or a new firm might contemplate entry. An expansion or an entry, however, would shift the entire industry to the right on the demand curve. This results in lower price, and the added capacity or the expanded capacity will thus earn a lower return in the higher capacity scenario.

Managers can use the industry capacity curve as a "war game" to design price scenarios for their industry. In particular, downward price drifts can be estimated and competitor exit/entry can be forecast.

When considering price changes, managers need to integrate the views obtained from price sensitivity analysis and competitor analysis. In some circumstances, price declines can create undesirable results, particularly in high-fixed-cost industries and in price sensitive markets.

High-fixed-cost industries. In many industries, structuring an offering for customers requires the investment of significant resources. These resources can be in the form of fixed capital for manufacturing, significant Research and Development efforts, and/or substantial people to staff the organization.

In such resource-intensive industries, many organizations are acutely aware of the "capacity utilization" of these resources, that is, to what extent

the resources deployed in the organization are fully utilized. The reason for this is that these resources are essentially fixed for the organization and when they are under utilized, they represent costs for which there is no revenue flow. So organizations in such resourceintensive industries often are keenly aware of their own capacity utilization relative to other competitors in the industry. This becomes especially important in industries that have low customer switching costs. When threatened with a competitive attack that reduces its sales volume, a firm in a resourceintensive industry will experience a decline in capacity utilization, which is likely to provoke immediate response via a retaliatory price cut.

The implication is that price moves in resource industries that have low switching costs are likely to be unsuccessful. They precipitate price wars, such as the frequent and recurring skirmishes in the U.S. commercial airline industry and in the PC market. The initiating firm often winds up with little volume gain, but does drive lower prices in the industry. Furthermore, customer price sensitivity often increases in industries that have frequent price wars.

To succeed with price cuts in resource-intensive industries, competitors must erect barriers to switching, primarily through offering services that customers will lose if they switch. Before engaging in price cutting that might precipitate a price war, marketing managers should explore ways to increase customers' desire for the firm's offerings, perhaps by providing additional goods and services that customers truly value.

Price insensitive markets. Dropping prices in markets where customers have low price sensitivity (that is, they are more value sensitive) can often backfire. For some offerings, research has indicated that customers use price as an estimator of quality, and/or value. This is especially true with offerings for which customers have little ability to forecast quality prior to the use of the offering (as is often the case with services).

In markets where customers use price as an estimator for quality or value, lowering prices might signal a decline in quality to customers. If customers can only evaluate the offering after they have bought it, a price

cut might actually result in a decrease in sales volume.

When threatened by competitive actions, the marketing manager would be wise to "intensify the value sell" (increase communication about the value of the offering, with special emphasis on testimonials by credible, satisfied customers) rather than lower prices. Before adjusting prices (either up or down), the marketing manager must understand how customers evaluate price and value.

### Improving Pricing Decisions

What we know often gets in the way of making good pricing decisions. Following are some recommendations to help improve the decision process:

Challenge all facts. Where is the evidence? How current is the evidence?  
How has the evidence been validated. Spend the resources to get the evidence! Build influence models for actions in the marketplace. Use an analytical framework to assess what actions should be put in place.  
Avoid  
the use of generalized, broad strategy prescriptions because they probably won't work in specific markets. Understand how the market works (what customers value and how competitors behave) and price accordingly.

Build influence models using the perspectives of several managers. Be sure to design these influence models so they can be validated, and be constantly alert to changes that drive new influence models. Engage in confrontation with all pricing decisions. What is the basis for decisions?  
Is this knowledge valid? What makes the management team think customers and competitors will tolerate the business doing what it plans to do? How can the business improve its chances of success?

Acknowledge that managers sometimes feel much more certain about their knowledge than is justified. Always talk about knowledge by specifying uncertainty ranges. Assess the impact of the uncertainty and work to reduce the range only in critical areas.

Provide feedback mechanisms so managers know how their pricing decisions turned out. Do frequent reviews. What was intended? What was the basis for the intentions? What actually happened? Why did this happen? How should the database, influence model, and decision process be altered to reflect new

knowledge?

(Table Omitted)

Captioned as: Additional Reading

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He is

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In addition, George is a Trustee of the Marketing Science Institute, and is DuPont's representative to the Institute for the

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service management, channel and pricing policy, marketing research, competitive strategy, global management and decision making.

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**Document Type:** Journal article **Language:** English **Length:** 12 Pages **Word Count:** 5262

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**Research at the Innovative Manufacturing Research Centres**

Analysis from the mid-term review of the Innovative Manufacturing Programme  
 Dekkers, Rob

Journal of Manufacturing Technology Management v21n1 pp: 63-99  
 2010

**ISSN:** 1741-038X **Journal Code:** ING

**Word Count:** 11520

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**Sun Life Financial Inc. Investor Day - Final**

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**U.S. Bancorp Investor Day - Final**

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06849624        2082541311

**The Power of the Purse**

Brodsky, Robert

Government Executive v42n8 pp: 33-34, 36, 38-39

Jul 2010

**ISSN:** 0017-2626 **Journal Code:** GOV

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**Hannover Re 13th International Investor's Day - Final**

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**Word Count:** 55012

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**Toronto Dominion Bank Investor Day: Focus on U.S. Personal and Commercial Banking - Final**

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**Word Count:** 29417

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**Equifax Inc. at Keefe, Bruyette & Woods, Inc.Diversified Financial Services Conference - Final**

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Jun 3, 2010

**Journal Code:** FDCW

**Word Count:** 6382

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**Wells Fargo & Company 2010 Investor Conference - Final**

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**Journal Code:** FDCW

**Word Count:** 45531

**Dialog eLink:** [DISCUSSIONS RELEVANT TOPICS](#)

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06775331 2030668851

**Event Brief of Q1 2010 Deutsche Bank Earnings Conference Call - Final**

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**Discover Financial Services Analyst Meeting - Final**

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08491406 **Supplier Number:** 18035629 (USE FORMAT 7 OR 9 FOR FULL TEXT )

**Safety and soundness of financial intermediaries: capital requirements, deposit insurance, and monetary policy.**

Kopcke, Richard W.

New England Economic Review , p37(29)

Nov-Dec , 1995

ISSN: 0028-4726

**Language:** English

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          $4.44    0.743 DialUnits File275
          $0.00    1 Type(s) in Format  66
          $0.00    1 Types
$4.44  Estimated cost File275
          $4.16    0.667 DialUnits File624
          $7.32    4 Type(s) in Format  3
          $7.32    4 Types
$11.48 Estimated cost File624

```

	\$10.40	1.740 DialUnits File621
	\$6.75	3 Type(s) in Format 3
	\$6.75	3 Types
\$17.15	Estimated cost File621	
	\$9.27	1.582 DialUnits File636
	\$4.86	3 Type(s) in Format 3
	\$4.86	3 Types
\$14.13	Estimated cost File636	
	\$1.08	0.977 DialUnits File613
	\$3.18	2 Type(s) in Format 3
	\$3.18	2 Types
\$4.26	Estimated cost File613	
	\$0.90	0.808 DialUnits File813
\$0.90	Estimated cost File813	
	\$24.35	4.155 DialUnits File16
	\$12.53	7 Type(s) in Format 3
	\$12.53	7 Types
\$36.88	Estimated cost File16	
	\$5.54	0.945 DialUnits File160
\$5.54	Estimated cost File160	
	\$0.48	0.429 DialUnits File634
	\$1.59	1 Type(s) in Format 3
	\$1.59	1 Types
\$2.07	Estimated cost File634	
	\$30.59	5.115 DialUnits File148
	\$23.16	12 Type(s) in Format 3
	\$23.16	12 Types
\$53.75	Estimated cost File148	
	\$13.64	10.176 DialUnits File20
	\$18.96	12 Type(s) in Format 3
	\$18.96	12 Types
\$32.60	Estimated cost File20	
	\$0.98	0.221 DialUnits File35
\$0.98	Estimated cost File35	
	\$3.48	0.936 DialUnits File583
\$3.48	Estimated cost File583	
	\$0.35	0.076 DialUnits File65
	\$2.94	2 Type(s) in Format 3
	\$2.94	2 Types
\$3.29	Estimated cost File65	
	\$35.51	2.680 DialUnits File2
	\$21.60	5 Type(s) in Format 3
	\$21.60	5 Types
\$57.11	Estimated cost File2	
	\$3.37	0.864 DialUnits File474
\$3.37	Estimated cost File474	
	\$1.36	0.349 DialUnits File475
\$1.36	Estimated cost File475	
	\$2.58	0.494 DialUnits File99
\$2.58	Estimated cost File99	
	\$0.28	0.050 DialUnits File256
\$0.28	Estimated cost File256	
	\$4.95	0.828 DialUnits File635
\$4.95	Estimated cost File635	
	\$3.91	0.646 DialUnits File570
\$3.91	Estimated cost File570	
	\$0.25	0.227 DialUnits File387

\$0.25 Estimated cost File387  
\$1.01 0.910 DialUnits File471  
\$1.01 Estimated cost File471  
\$0.58 0.520 DialUnits File492  
\$0.58 Estimated cost File492  
\$0.48 0.435 DialUnits File494  
\$0.48 Estimated cost File494  
\$0.57 0.511 DialUnits File631  
\$0.57 Estimated cost File631  
\$0.41 0.368 DialUnits File633  
\$0.41 Estimated cost File633  
\$0.46 0.412 DialUnits File638  
\$0.46 Estimated cost File638  
\$0.36 0.321 DialUnits File640  
\$0.36 Estimated cost File640  
\$0.38 0.342 DialUnits File641  
\$0.38 1 Type(s) in Format 3  
\$1.59 1 Types  
\$1.97 Estimated cost File641  
\$0.67 0.604 DialUnits File702  
\$0.67 Estimated cost File702  
\$0.30 0.266 DialUnits File703  
\$0.30 1 Type(s) in Format 3  
\$1.59 1 Types  
\$1.89 Estimated cost File703  
\$0.56 0.500 DialUnits File704  
\$0.56 Estimated cost File704  
\$0.46 0.412 DialUnits File713  
\$0.46 Estimated cost File713  
\$0.37 0.329 DialUnits File714  
\$0.37 Estimated cost File714  
\$0.17 0.154 DialUnits File715  
\$0.17 Estimated cost File715  
\$0.13 0.115 DialUnits File725  
\$0.13 Estimated cost File725  
\$0.41 0.366 DialUnits File735  
\$0.41 Estimated cost File735  
\$0.26 0.234 DialUnits File477  
\$0.26 Estimated cost File477  
\$0.68 0.613 DialUnits File710  
\$0.68 Estimated cost File710  
\$0.37 0.329 DialUnits File711  
\$0.37 Estimated cost File711  
\$0.22 0.201 DialUnits File756  
\$0.22 1 Type(s) in Format 3  
\$1.59 1 Types  
\$1.81 Estimated cost File756  
\$0.67 0.604 DialUnits File757  
\$0.67 Estimated cost File757  
\$7.35 1.228 DialUnits File47  
\$7.35 1 Type(s) in Format 3  
\$1.45 1 Types  
\$8.80 Estimated cost File47  
OneSearch, 48 files, 49.473 DialUnits FileOS  
\$21.07 INTERNET  
\$447.25 Estimated cost this search  
\$447.54 Estimated total session cost 49.722 DialUnits

SYSTEM:OS - DIALOG OneSearch

File 15:ABI/Inform(R) 1971-2011/Mar 30  
(c) 2011 ProQuest Info&Learning

File 9:Business & Industry(R) Jul/1994-2011/Apr 04  
(c) 2011 Gale/Cengage

File 610:Business Wire 1999-2011/Apr 05  
(c) 2011 Business Wire.

\*File 610: contains data from 3/99 forward.  
For archive data (1986-2/99) see File 810.

File 810:Business Wire 1986-1999/Feb 28  
(c) 1999 Business Wire

\*File 810: contains data from 1986-1999.  
See File 610 for current data.

File 275:Gale Group Computer DB(TM) 1983-2011/Feb 11  
(c) 2011 Gale/Cengage

File 624:McGraw-Hill Publications 1985-2011/Apr 04  
(c) 2011 McGraw-Hill Co. Inc

File 621:Gale Group New Prod.Annou.(R) 1985-2011/Feb 01  
(c) 2011 Gale/Cengage

File 636:Gale Group Newsletter DB(TM) 1987-2011/Apr 02  
(c) 2011 Gale/Cengage

File 613:PR Newswire 1999-2011/Apr 05  
(c) 2011 PR Newswire Association Inc

\*File 613: File 613 now contains data from 5/99 forward.  
Archive data (1987-4/99) is available in File 813.

File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc

\*File 813: contains data from 1987-1999.  
For current data see File 613.

File 16:Gale Group PROMT(R) 1990-2011/Mar 31  
(c) 2011 Gale/Cengage

File 160:Gale Group PROMT(R) 1972-1989  
(c) 1999 The Gale Group

File 634:San Jose Mercury Jun 1985-2011/Apr 02  
(c) 2011 San Jose Mercury News

File 148:Gale Group Trade & Industry DB 1976-2011/Apr 04  
(c) 2011 Gale/Cengage

\*File 148: CURRENT feature not working. See HELP NEWS148.

File 20:Dialog Global Reporter 1997-2011/Apr 04  
(c) 2011 Dialog

File 35:Dissertation Abs Online 1861-2011/Mar  
(c) 2011 ProQuest Info&Learning

File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
(c) 2002 Gale/Cengage

\*File 583: This file is no longer updating as of 12-13-2002.

File 65:Inside Conferences 1993-2011/Apr 05  
(c) 2011 BLDS all rts. reserv.

File 2:INSPEC 1898-2011/Mar W4  
(c) 2011 The IET

File 474:New York Times Abs 1969-2011/Apr 05  
(c) 2011 The New York Times

File 475:Wall Street Journal Abs 1973-2011/Feb 14  
(c) 2011 The New York Times

\*File 475: This file no longer updates. Please see  
NewsRoom for most recent records.

File 99:Wilson Appl. Sci & Tech Abs 1983-2011/Feb

(c) 2011 The HW Wilson Co.  
File 256:TecTrends 1982-2011/Mar W2  
(c) 2011 Info.Sources Inc. All rights res.  
File 635:Business Dateline(R) 1985-2011/Apr 05  
(c) 2011 ProQuest Info&Learning  
File 570:Gale Group MARS(R) 1984-2011/Feb 17  
(c) 2011 Gale/Cengage  
File 387:The Denver Post 1994-2011/Apr 04  
(c) 2011 Denver Post  
File 471:New York Times Fulltext 1980-2011/Mar 31  
(c) 2011 The New York Times  
File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06  
(c) 2002 Phoenix Newspapers  
\*File 492: This file no longer updates. Last PD Jan. 2002.  
NewsRoom contains newer records for some titles.  
File 494:St LouisPost-Dispatch 1988-2011/Apr 03  
(c) 2011 St Louis Post-Dispatch  
File 631:Boston Globe 1980-2009/Dec 30  
(c) 2010 Boston Globe  
\*File 631: No longer updates, last PD=20091231. Please  
see NewsRoom for current Boston Globe records  
File 633:Phil.Inquirer 1983-2011/Mar 31  
(c) 2011 Philadelphia Newspapers Inc  
File 638:Newsday/New York Newsday 1987-2011/Apr 05  
(c) 2011 Newsday Inc.  
File 640:San Francisco Chronicle 1988-2011/Apr 05  
(c) 2011 Chronicle Publ. Co.  
File 641:Rocky Mountain News Jun 1989-2009/Jan 16  
(c) 2009 Scripps Howard News  
\*File 641: This file no longer updates. Last PD Jan 16 2009.  
This paper is no longer published.  
File 702:Miami Herald 1983-2011/Apr 04  
(c) 2011 The Miami Herald Publishing Co.  
File 703:USA Today 1989-2011/Apr 04  
(c) 2011 USA Today  
File 704:(Portland)The Oregonian 1989-2011/Apr 03  
(c) 2011 The Oregonian  
File 713:Atlanta J/Const. 1989-2011/Apr 05  
(c) 2011 Atlanta Newspapers  
File 714:(Baltimore) The Sun 1990-2011/Apr 04  
(c) 2011 Baltimore Sun  
File 715:Christian Sci.Mon. 1989-2009/Dec 07  
(c) 2009 Christian Science Monitor  
\*File 715: No longer updates.  
See instead NewsRoom.  
File 725:(Cleveland)Plain Dealer Aug 1991-2011/Apr 04  
(c) 2011 The Plain Dealer  
File 735:St. Petersburg Times 1989- 2010/Oct 17  
(c) 2011 St. Petersburg Times  
File 477:Irish Times 1999-2011/Apr 05  
(c) 2011 Irish Times  
File 710:Times/Sun.Times(London) Jun 1988-2011/Apr 04  
(c) 2011 Times Newspapers  
File 711:Independent(London) Sep 1988-2006/Dec 12  
(c) 2006 Newspaper Publ. PLC  
\*File 711: This file no longer updates. Last PD Dec 2006.  
NewsRoom contains newer records.

File 756:Daily/Sunday Telegraph 2000-2011/Apr 05  
(c) 2011 Telegraph Group  
File 757:Mirror Publications/Independent Newspapers 2000-2011/Mar 31  
(c) 2011  
File 47:Gale Group Magazine DB(TM) 1959-2011/Mar 01  
(c) 2011 Gale/Cengage

Set	Items	Description
-----	-------	-------------

? s ((value(2n)(position or positioning or proposition))(5n)(score or scores or scored or scoring))

```
Processing
Processing
Processing
Processing
Processing
Processing
Processing
Processed 10 of 48 files ...
Processing
Processed 20 of 48 files ...
Completed processing all files
    18106175    VALUE
    13241900    POSITION
    1185695     POSITIONING
    1159231     PROPOSITION
    3073510     SCORE
    1802714     SCORES
    3226299     SCORED
    2025089     SCORING
S1      171   ((VALUE(2N) (
SCORING))
```

? s s1 and (competitive or competitor or competitors or competition)

Processing  
171 S1  
8431582 COMPETITIVE  
1181004 COMPETITOR  
3095069 COMPETITORS  
9306266 COMPETITION  
S2 99 S1 AND (COMPETITIVE OR COMPETITOR OR COMPETITORS OR COMPETITION)

? s s2 and (contract or contracts or award or awards or awarded or awarding)

```
Processing  
Processing  
Processing  
Processed 40 of 48 files ...  
Completed processing all files
```

99 S2  
9373778 CONTRACT  
10566821 CONTRACTS  
6394075 AWARD  
4556189 AWARDS  
3573253 AWARDED  
288369 AWARDING  
S3 39 S2 AND (CONTRACT OR CONTRACTS OR AWARD OR AWARDS OR  
AWARDED OR AWARDING)

? rd

S4 31 RD (unique items)

? t s4/3/all

**Dialog eLink:**

[DIALOG\(R\)File 15: ABI/Inform\(R\)](#)

4/3/1 (Item 1 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06970522 2180017091

### **Event Brief of Q3 2010 Union Pacific Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Oct 21, 2010

**Journal Code:** FDCW

**Word Count:** 10073

**Dialog eLink:**

[DIALOG\(R\)File 15: ABI/Inform\(R\)](#)

4/3/2 (Item 2 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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06692736 1979094981

### **Event Brief of Q4 2009 Office Depot Inc. Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Feb 23, 2010

**Journal Code:** FDCW

**Word Count:** 7588

**Dialog eLink:**

[DIALOG\(R\)File 15: ABI/Inform\(R\)](#)

4/3/3 (Item 3 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)  
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04877719 1590724271

**Q3 2008 BB&T Corporation Earnings Conference Call - Final**

Anonymous  
Fair Disclosure Wire pp: n/a  
Oct 16, 2008  
**Journal Code:** FDCW  
**Word Count:** 14833

**Dialog eLink:**  4/3/4 (Item 4 from file: 15)  
DIALOG(R)File 15: ABI/Inform(R)  
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04732522 1604559421

**Fair Isaac Corporation Mid-Year Investor/Analyst Day with Management - Final**

Anonymous  
Fair Disclosure Wire pp: n/a  
Apr 29, 2008  
**Journal Code:** FDCW  
**Word Count:** 19314

**Dialog eLink:**  4/3/5 (Item 5 from file: 15)  
DIALOG(R)File 15: ABI/Inform(R)  
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04685848 1600967311

**AMERIGROUP Corporation at Lehman Brothers Healthcare Conference - Presentation - Final**

Anonymous  
Fair Disclosure Wire pp: n/a  
Mar 20, 2008  
**Journal Code:** FDCW  
**Word Count:** 5174

**Dialog eLink:** [View Document](#)

4/3/6 (Item 6 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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04491026 1321093411

### **Event Brief of Q2 2007 California Pizza Kitchen Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Aug 9, 2007

**Journal Code:** FDCW

**Word Count:** 9807

**Dialog eLink:** [View Document](#)

4/3/7 (Item 7 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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04490991 1321093061

### **Q2 2007 California Pizza Kitchen Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Aug 9, 2007

**Journal Code:** FDCW

**Word Count:** 10562

**Dialog eLink:** [View Document](#)

4/3/8 (Item 8 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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04413836 1272957401

### **Event Brief of Q1 2007 California Pizza Kitchen Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

May 10, 2007

**Journal Code:** FDCW

**Word Count:** 7282

**Dialog eLink:** [View Document](#)

4/3/9 (Item 9 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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04413791 1272956941

### **Q1 2007 California Pizza Kitchen Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

May 10, 2007

**Journal Code:** FDCW

**Word Count:** 8200

**Dialog eLink:** [View Document](#)

4/3/10 (Item 10 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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04261926 1169590191

### **Fair Isaac Year-End Update - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Nov 14, 2006

**Journal Code:** FDCW

**Word Count:** 26016

**Dialog eLink:** [View Document](#)

4/3/11 (Item 11 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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03668417 833095651

### **Event Brief of Q1 2005 Cerner Corporation Earnings Conference Call - Final**

Anonymous

Fair Disclosure Wire pp: n/a

Apr 21, 2005

**Journal Code:** FDCW

**Word Count:** 6740

Dialog eLink: USPTO Full Text Search Options

4/3/12 (Item 12 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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03668379 833095271

Q1 2005 Cerner Corporation Earnings Conference Call - Final

Anonymous

Fair Disclosure Wire pp: n/a

Full Disclosure  
Apr 21 2005

Journal Code: FDCW

Word Count: 7506

DATA CENTER DESIGN AND MANAGEMENT

Dialog eLink: 4/2/13 (Item 13 from file 15)

4/3/13 (Item 13 from file: 13)  
DIALOG(R)File 15 APRIL 6 (R)

DIALOG(R)File 15: ABI/Inform(R)  
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02552506 1652026721

Event Brief of Q4 2008 California Pizza Kitchen Earnings Conference Call - Final

Anonymous

Allonymous  
Fair Disclosure Wire, pp; n/c

Fall Disclosure

Feb 12, 2009

Journal Code: FDC  
Word Count: 7367

Dialog el ink: **ESPTO Full Text Retrieval Options**

4/3/14 (Item 14 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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03551301 1648098301

Q4 2008 California Pizza Kitchen Earnings Conference Call - Final

Anonymous

Fair Disclosure Wire pp: n/a

Fair Disclosure  
Feb 12, 2009

Feb 12, 2005

Word Count: 8481

4/3/15 (Item 1 from file: 610)  
DIALOG(R)File 610: Business Wire  
(c) 2011 Business Wire. All rights reserved.

**0002204544 I97B7F9F0752511DE8538BDCA02646F7C (USE FORMAT 7 FOR FULLTEXT)**

**ATP World Tour Taps Mirror Image Internet to Attract More Web Traffic and Keep Visitors Engaged**

Business Wire  
Monday , July 20, 2009 T12:00:00Z  
**Journal Code:** BW **Language:** ENGLISH **Record Type:** FULLTEXT **Document Type:** NEWSWIRE  
**Word Count:** 793

4/3/16 (Item 1 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
(c) 2011 Dialog. All rights reserved.

**82592063 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Event Brief of Q3 2010 Union Pacific Earnings Conference Call - Part 1**

FAIR DISCLOSURE WIRE  
October 21, 2010  
**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4175

4/3/17 (Item 2 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
(c) 2011 Dialog. All rights reserved.

**69914546 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Event Brief of Q4 2008 California Pizza Kitchen Earnings Conference Call - Part 1**

FAIR DISCLOSURE WIRE  
February 12, 2009  
**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4429

4/3/18 (Item 3 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
(c) 2011 Dialog. All rights reserved.

**67905162 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

## **Q3 2008 BB&T Corporation Earnings Conference Call - Part 2**

FAIR DISCLOSURE WIRE

October 16, 2008

**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4771

4/3/19 (Item 4 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

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**64294434 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**Fair Isaac Corporation Mid-Year Investor/Analyst Day with Management - Part 3**

FAIR DISCLOSURE WIRE

April 29, 2008

**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4878

4/3/20 (Item 5 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

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**63145640 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**AMERIGROUP Corporation at Lehman Brothers Healthcare Conference - Presentation - Part 1**

FAIR DISCLOSURE WIRE

March 20, 2008

**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4777

4/3/21 (Item 6 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

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**58198875 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**Event Brief of Citi - Fixed Income Investor Review - Part 1**

FAIR DISCLOSURE WIRE

July 27, 2007

**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4582

4/3/22 (Item 7 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
(c) 2011 Dialog. All rights reserved.

**57434982 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**McCormick & Schmick's Seafood Restaurants, Inc. at CIBC World Markets 7th**  
**Annual Consumer Growth Conference - Final**

FAIR DISCLOSURE WIRE  
July 11, 2007  
**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4892

4/3/23 (Item 8 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
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**56298333 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Event Brief of Q1 2007 California Pizza Kitchen Earnings Conference Call - Part 1**

FAIR DISCLOSURE WIRE  
May 10, 2007  
**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4470

4/3/24 (Item 9 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
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**56163155 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Q1 2007 California Pizza Kitchen Earnings Conference Call - Part 1**

FAIR DISCLOSURE WIRE  
May 10, 2007  
**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT  
**Word Count:** 4683

4/3/25 (Item 10 from file: 20)  
DIALOG(R)File 20: Dialog Global Reporter  
(c) 2011 Dialog. All rights reserved.

**45757422 (USE FORMAT 7 OR 9 FOR FULLTEXT)**  
**Q3 2005 Friendly Ice Cream Earnings Conference Call - Part 2**

FAIR DISCLOSURE WIRE

November 10, 2005

**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT

**Word Count:** 4441

4/3/26 (Item 11 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

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**42170068 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**Event Brief of Q1 2005 Cerner Corporation Earnings Conference Call - Part 1**

FAIR DISCLOSURE WIRE

April 21, 2005

**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT

**Word Count:** 4212

4/3/27 (Item 12 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

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**42170042 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**Q1 2005 Cerner Corporation Earnings Conference Call - Part 1**

FAIR DISCLOSURE WIRE

April 21, 2005

**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT

**Word Count:** 4478

4/3/28 (Item 13 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

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**38124226 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**Event Brief of BEA Systems Conference Call - Part 1**

FAIR DISCLOSURE WIRE

September 16, 2004

**Journal Code:** WFDW **Language:** English **Record Type:** FULLTEXT

**Word Count:** 4212

4/3/29 (Item 14 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

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**33824504 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
Event Brief of Q4 2003 Alliance Capital Management Holding L.P. Earnings  
Conference Call - Final**

FAIR DISCLOSURE WIRE

January 29, 2004

**Journal Code: WFDW Language: English Record Type: FULLTEXT  
Word Count: 4295**

4/3/30 (Item 15 from file: 20)

DIALOG(R)File 20: Dialog Global Reporter

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**15964268 (USE FORMAT 7 OR 9 FOR FULLTEXT)**

**Carreker Corporation Allies With Xchange, Inc. and Hires Robert Hall, CRM  
Leader and Creator of the CRM Front-Line Solution EnAct**

PR NEWSWIRE

April 03, 2001

**Journal Code: WPRW Language: English Record Type: FULLTEXT  
Word Count: 1391**

4/3/31 (Item 1 from file: 631)

DIALOG(R)File 631: Boston Globe

(c) 2010 Boston Globe. All rights reserved.

10824066

**TEAMS WHET THEIR APPETITES**

Boston Globe ( BG ) - Sunday, November 19, 2000

**By: BY GORDON EDES, GLOBE STAFF**

**Edition: THIRD Section: Sports Page: D7**

**Word Count: 2,623**

? ds

Set	Items	Description
S1	171	((VALUE(2N)(POSITION OR POSITIONING OR PROPOSITION)) (5N) (S- CORE OR SCORES OR SCORED OR SCORING))
S2	99	S1 AND (COMPETITIVE OR COMPETITOR OR COMPETITORS OR COMPET-

ITION)  
S3 39 S2 AND (CONTRACT OR CONTRACTS OR AWARD OR AWARDS OR  
AWARDED  
OR AWARDING)  
S4 31 RD (unique items)

? s s1 and ((win or wins or winning)(3n)(probability or probabilities))

Processing  
Processing  
Processing  
Processing  
Processed 10 of 48 files ...  
Completed processing all files  
171 S1  
10624423 WIN  
3164776 WINS  
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\$534.74	Estimated total session cost 59.472 DialUnits	

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 File 347:JAPIO Dec 1976-2010/Dec(Updated 110323)  
 (c) 2011 JPO & JAPIO  
 File 348:EUROPEAN PATENTS 1978-201113  
 (c) 2011 European Patent Office  
 File 349:PCT FULLTEXT 1979-2011/UB=20110331|UT=20110324  
 (c) 2011 WIPO/Thomson

Set	Items	Description
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 Processing

S110039935 PD<20030616

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Processing

Processing

Processing

Processing

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QUOTATIONS)

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DIALOG(R)File 348: EUROPEAN PATENTS  
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5/3/1 (Item 1 from file: 348)  
01002849

**DATA SUMMARISER**

DATENZUSAMMENFASSUNGSGERAT.  
RECAPITULATEUR DE DONNEES

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	Country	Number	Kind	Date
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	Country	Number	Kind	Date	
Patent	EP	976069	A1	20000202	(Basic)
Patent	EP	976069	B1	20030129	
	WO	98047083		19981022	
Application	EP	98917388		19980416	
	WO	98GB1119		19980416	
Priorities	EP	97302616		19970416	

**Designated States:**

BE; CH; DE; ES; FR; GB; IT; LI; NL

**International Patent Class (V7):** G06F-017/30

**NOTE:** No A-document published by EPO

**Language** Publication: English

Procedural: English

Application: English

Fulltext Availability Available Text	Language	Update	Word Count
CLAIMS B	(English)	200305	965
CLAIMS B	(German)	200305	817
CLAIMS B	(French)	200305	1048
SPEC B	(English)	200305	11236
Total Word Count (Document A)	0		
Total Word Count (Document B)	14066		
Total Word Count (All Documents)	14066		

DIALOG(R)File 348: EUROPEAN PATENTS

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5/3/2 (Item 2 from file: 348)

00872842

**Information record medium, apparatus for recording the same and apparatus for reproducing the same**

Informationsaufzeichnungstrager, Aufzeichnungsgerat und Wiedergabegerat dafur  
Support d'enregistrement d'information, appareil a enregistrer sur celui-ci et appareil de reproduction de celui-ci

**Patent Assignee:**

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	Country	Number	Kind	Date	
Patent	EP	800174	A2	19971008	(Basic)
Patent	EP	800174	A3	19990324	
Patent	EP	800174	B1	20050921	
Application	EP	97302258		19970402	
Priorities	JP	9683478		19960405	

**Designated States:**

DE; FR; GB

**Related Divisions: Patent (Application):** (EP 2005012501)**International Patent Class (V7):** G11B-027/30; G11B-027/10; G11B-027/034; G11B-020/12; G11B-007/00; H04N-005/92; H04N-009/82; H04N-005/85; G09B-

005/06Abstract Word Count: 221

NOTE: Figure number on first page: 1

Language Publication: English

Procedural: English

Application: English

Fulltext Availability Available Text	Language	Update	Word Count
CLAIMS A	(English)	199710W1	1719
SPEC A	(English)	199710W1	14800
CLAIMS B	(English)	200538	1645
CLAIMS B	(German)	200538	1262
CLAIMS B	(French)	200538	1870
SPEC B	(English)	200538	14797
Total Word Count (Document A) 16522			
Total Word Count (Document B) 19574			
Total Word Count (All Documents) 36096			

5/3/3 (Item 1 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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00848083

**COMPOSITIONS AND METHODS FOR THE THERAPY AND DIAGNOSIS OF  
ACNE VULGARIS**  
COMPOSITIONS ET PROCEDES POUR LA THERAPIE ET LE DIAGNOSTIC DE  
L'ACNE VULGAIRE

**Patent Applicant/Patent Assignee:**

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**Patent Applicant/Inventor:**

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	Country	Number	Kind	Date
Patent	WO	200181581	A2-A3	<b>20011101</b>
Application	WO	2001US12865		20010420
Priorities	US	2000199047		20000421
	US	2000208841		20000602
	US	2000216747		20000707

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EE, ES, FI, GB, GD, GE,  
GH, GM, HR, HU, ID, IL, IN, IS, JP, KE,

KG, KP, KR, KZ, LC, LK, LR, LS, LT, LU,  
LV, MA, MD, MG, MK, MN, MW, MX, MZ, NO,  
NZ, PL, PT, RO, RU, SD, SE, SG, SI, SK,  
SL, TJ, TM, TR, TT, TZ, UA, UG, US, UZ,  
VN, YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML;  
MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English

Filing Language: English

Fulltext word count: 450843

5/3/4 (Item 2 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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00456619

**DATA SUMMARISER**  
**RECAPITULATEUR DE DONNEES**

**Patent Applicant/Patent Assignee:**

- BRITISH TELECOMMUNICATIONS PUBLIC LIMITED COMPANY
- WEEKS Richard

**Inventor(s):**

- WEEKS Richard

	Country	Number	Kind	Date
Patent	WO	9847083	A1	19981022
Application	WO	98GB1119		19980416
Priorities	WO	98GB1119		19980416

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AL, AM, AT, AU, AZ, BA, BB, BG, BR, BY,  
CA, CH, CN, CU, CZ, DE, DK, EE, ES, FI,  
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KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MD, MG, MK, MN, MW, MX, NO, NZ,  
PL, PT, RO, RU, SD, SE, SG, SI, SK, SL,  
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AM, AZ, BY, KG, KZ, MD, RU, TJ, TM, AT,  
BE, CH, CY, DE, DK, ES, FI, FR, GB, GR,  
IE, IT, LU, MC, NL, PT, SE, BF, BJ, CF,  
CG, CI, CM, GA, GN, ML, MR, NE, SN, TD,  
TG

**Language Publication Language:** English

Fulltext word count: 13527

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8/3/1 (Item 1 from file: 349)  
DIALOG(R)File 349: PCT FULLTEXT  
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01018442

**METHODS AND MATERIALS RELATING TO NOVEL POLYPEPTIDES AND  
POLYNUCLEOTIDES**

PROCEDES ET MATIERES ASSOCIES A DE NOUVEAUX POLYPEPTIDES ET  
POLYNUCLEOTIDES

**Patent Applicant/Patent Assignee:**

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	Country	Number	Kind	Date
Patent	WO	200348326	A2-A3	<b>20030612</b>
Application	WO	2002US38526		20021202
Priorities	US	20015499		20011203

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SK, SL, TJ, TM, TN, TR, TT, TZ, UA,  
UG, US, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
FI; FR; GB; GR; IE; IT; LU; MC; NL; PT;  
SE; SI; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English

Filing Language: English

Fulltext word count: 109698

8/3/2 (Item 2 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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01010381

**NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED 161P2F10B  
USEFUL IN TREATMENT AND DETECTION OF CANCER**

ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE 161P2F10B UTILES  
DANS LE TRAITEMENT ET LE DEPISTAGE DU CANCER

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	Country	Number	Kind	Date
Patent	WO	200340340	A2-A3	<b>20030515</b>
Application	WO	2002US36002		20021107
Priorities	US	20015480		20011107
	US	200262109		20020131

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SC, SD,  
SE, SG, SI, SK, SL, TJ, TM, TN, TR, TT,  
TZ, UA, UG, US, UZ, VC, VN, YU, ZA, ZM,  
ZW

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
FI; FR; GB; GR; IE; IT; LU; MC; NL; PT;  
SE; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English

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01000794

## **NOVEL NUCLEIC ACIDS AND POLYPEPTIDES** **NOUVEAUX ACIDES NUCLEIQUES ET POLYPEPTIDES**

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**Legal Representative:**

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	Country	Number	Kind	Date
Patent	WO	200329271	A2-A3	<b>20030410</b>
Application	WO	2002US30474		20020924
Priorities	US	2001324631		20010924

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,

UA, UG, US, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
FI; FR; GB; GR; IE; IT; LU; MC; NL; PT;  
SE; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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00996655

## **NOVEL NUCLEIC ACIDS AND POLYPEPTIDES NOUVEAUX ACIDES NUCLEIQUES ET POLYPEPTIDES**

### **Patent Applicant/Patent Assignee:**

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**Legal Representative:**

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	Country	Number	Kind	Date
Patent	WO	200325148	A2-A3	<b>20030327</b>
Application	WO	2002US29964		20020919

	Country	Number	Kind	Date
Priorities	US	2001323739		20010919

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
 BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
 DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
 GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
 KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
 LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
 NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
 SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
 UA, UG, US, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
 FI; FR; GB; GR; IE; IT; LU; MC; NL; PT;  
 SE; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
 ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
 UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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Fulltext word count: 108690

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00996651

## NOVEL NUCLEIC ACIDS AND SECRETED POLYPEPTIDES NOUVEAUX ACIDES NUCLEIQUES ET POLYPEPTIDES SECRETES

**Patent Applicant/Patent Assignee:**

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- **XUE Aidong J**  
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US(Nationality); (Designated only for: US)
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	Country	Number	Kind	Date
Patent	WO	200325142	A2-A3	<b>20030327</b>
Application	WO	2002US29636		20020918
Priorities	US	2001323349		20010918
	US	2002245817		20020916

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, US, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
FI; FR; GB; GR; IE; IT; LU; MC; NL; PT;  
SE; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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00994443

**NOVEL NUCLEIC ACIDS AND POLYPEPTIDES**  
**NOUVEAUX ACIDES NUCLEIQUES ET POLYPEPTIDES**

**Patent Applicant/Patent Assignee:**

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	Country	Number	Kind	Date
Patent	WO	200323013	A2-A3	<b>20030320</b>
Application	WO	2002US29001		20020913
Priorities	US	2001322511		20010913
	US	2002243552		20020912

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)  
AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,

BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, US, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
FI; FR; GB; GR; IE; IT; LU; MC; NL; PT;  
SE; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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Fulltext word count: 99574

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00993153

**NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED STEAP-1  
USEFUL IN TREATMENT AND DETECTION OF CANCER**  
ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE DESIGNES PAR  
STEAP-1 UTILES DANS LE TRAITEMENT ET LA DETECTION DU CANCER

**Patent Applicant/Patent Assignee:**

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**Legal Representative:**

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	Country	Number	Kind	Date
Patent	WO	200322995	A2-A3	<b>20030320</b>
Application	WO	2002US28371		20020906
Priorities	US	2001317840		20010906
	US	2002370387		20020405

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, UZ, VC, VN, YU, ZA, ZM, ZW

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
FI; FR; GB; GR; IE; IT; LU; MC; NL; PT;  
SE; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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00961022

**NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED 121P1F1  
USEFUL IN TREATMENT AND DETECTION OF CANCER**

ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE, APPELEE 121P1F1,  
UTILISEE DANS LE TRAITEMENT ET LE DEPISTAGE DU CANCER

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	Country	Number	Kind	Date
Patent	WO	200295009	A2-A3	<b>20021128</b>
Application	WO	2002US6242		20020228
Priorities	US	2001799250		20010305

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
 BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
 DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
 GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
 KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
 LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
 NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
 SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
 UA, UG, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
 GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
 ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
 UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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Fulltext word count: 90048

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00951279

**NULEIC ACIDS AND CORRESPONDING PROTEINS USEFUL IN THE  
 DETECTION AND TREATMENT OF VARIOUS CANCERS**  
**ACIDES NUCLEIQUES ET PROTEINES CORRESPONDANTES UTILES POUR LA  
 DETECTION ET LE TRAITEMENT DE DIVERS CANCERS**

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	Country	Number	Kind	Date
Patent	WO	200283921	A2	<b>20021024</b>
Application	WO	2002US11654		20020410
Priorities	US	2001283112		20010410
	US	2001282739		20010410
	US	2001286630		20010425

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,

LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English

Filing Language: English

Fulltext word count: 316617

8/3/10 (Item 10 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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00951277

**NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED 162P1E6  
USEFUL IN TREATMENT AND DETECTION OF CANCER**  
ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE NOMMES 162P1E6  
UTILES DANS LA DETECTION ET LE TRAITEMENT D'UN CANCER

**Patent Applicant/Patent Assignee:**

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**Legal Representative:**

- **DEVERNOE David L et al (agent)**  
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	Country	Number	Kind	Date
Patent	WO	200283916	A2	<b>20021024</b>
Application	WO	2002US11544		20020409
Priorities	US	2001283112		20010410
	US	2001286630		20010425

**Designated States:** (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG;  
BR; BY; BZ; CA; CH; CN; CO; CR; CU; CZ;  
DE; DK; DM; DZ; EC; EE; ES; FI; GB; GD;  
GE; GH; GM; HR; HU; ID; IL; IN; IS; JP;  
KE; KG; KP; KR; KZ; LC; LK; LR; LS; LT;  
LU; LV; MA; MD; MG; MK; MN; MW; MX; MZ;  
NO; NZ; OM; PH; PL; PT; RO; RU; SD; SE;  
SG; SI; SK; SL; TJ; TM; TN; TR; TT; TZ;  
UA; UG; UZ; VN; YU; ZA; ZM; ZW;

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,

NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English

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Fulltext word count: 196761

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00949884

**NUCLEID ACID AND CORRESPONDING PROTEIN ENTITLED 158P3D2  
USEFUL IN TREATMENT AND DETECTION OF CANCER**  
**ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE INTITULE 158P3D2  
UTILES DANS LE TRAITEMENT ET LA DETECTION DU CANCER**

**Patent Applicant/Patent Assignee:**

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**Legal Representative:**

- **DEVERNOE David L(et al)(agent)**  
Morrison & Foerster LLP, Suite 500, 3811 Valley Centre Drive, San Diego, CA 92130-2332; US

	Country	Number	Kind	Date
Patent	WO	200283928	A2-A3	<b>20021024</b>
Application	WO	2002US9403		20020325
Priorities	US	2001283112		20010410
	US	2001286630		20010425

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English  
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Fulltext word count: 115979

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00949879

**NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED 184P1E2  
USEFUL IN TREATMENT AND DETECTION OF CANCER**  
ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE INTITULEE 184P1E2,  
UTILISES DANS LE TRAITEMENT ET LA DETECTION DE CANCERS

**Patent Applicant/Patent Assignee:**

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**Legal Representative:**

- **DEVERNOE David L et al (agent)**

Morrison & Foerster LLP, 3811 Valley Centre Drive, Suite 500, San Diego, CA  
92130-2332; US

	<b>Country</b>	<b>Number</b>	<b>Kind</b>	<b>Date</b>
Patent	WO	200283919	A2-A3	<b>20021024</b>
Application	WO	2002US11643		20020409
Priorities	US	2001282739		20010410
	US	2001286630		20010425

**Designated States:** (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG;  
BR; BY; BZ; CA; CH; CN; CO; CR; CU; CZ;  
DE; DK; DM; DZ; EC; EE; ES; FI; GB; GD;  
GE; GH; GM; HR; HU; ID; IL; IN; IS; JP;  
KE; KG; KP; KR; KZ; LC; LK; LR; LS; LT;  
LU; LV; MA; MD; MG; MK; MN; MW; MX; MZ;  
NO; NZ; OM; PH; PL; PT; RO; RU; SD; SE;  
SG; SI; SK; SL; TJ; TM; TN; TR; TT; TZ;  
UA; UG; UZ; VN; YU; ZA; ZM; ZW;

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English  
Filing Language: English  
Fulltext word count: 248828

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DIALOG(R)File 349: PCT FULLTEXT  
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00949852

**NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED 151P3D4  
USEFUL IN TREATMENT AND DETECTION OF CANCER**  
ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE APPELEE 151P3D4  
UTILES DANS LE TRAITEMENT ET LA DETECTION DU CANCER

**Patent Applicant/Patent Assignee:**

- **AGENSY INC**  
1545 17th Street, Santa Monica, CA 90404; US; US(Residence); US(Nationality)

**Inventor(s):**

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10807 Cushdon Avenue, Los Angeles, CA 90064; US
- **FARIS Mary**  
2538 Almaden Court, Los Angeles, CA 90077; US
- **HUBERT Rene S**  
1644 North Occidentia Boulevard, Los Angeles, CA 90026; US
- **MORRISON Karen**  
1044 Yale Street, Santa Monica, CA 90403; US
- **MORRISON Robert Kendall**  
1044 Yale Street, Santa Monica, CA 90403; US
- **GE Wangmao**  
4838 Hollow Corner Road, Apartment 314, Culver City, CA 90230; US
- **JAKOBOVITS Aya**  
3135 Hutton Drive, Beverly Hills, CA 90210; US

**Legal Representative:**

- **DEVERNOE David L(et al)(agent)**  
Morrison & Foerster LLP, Suite 500, 3811 Valley Centre Drive, San Diego, CA 92130-2332; US

	<b>Country</b>	<b>Number</b>	<b>Kind</b>	<b>Date</b>
Patent	WO	200283860	A2	<b>20021024</b>
Application	WO	2002US11644		20020409
Priorities	US	2001282739		20010410
	US	2001286630		20010425

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
 BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
 DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
 GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
 KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
 LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
 NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
 SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
 UA, UG, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
 GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
 ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
 UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English

Filing Language: English

Fulltext word count: 268459

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00949377

## **NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED 121P2A3 USEFUL IN TREATMENT AND DETECTION OF CANCER**

ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE APPELE 121P2A3  
 UTILE POUR LE TRAITEMENT ET LA DETECTION DES CANCERS

**Patent Applicant/Patent Assignee:**

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- **MORRISON Robert Kendall**  
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- **GE Wangmao**  
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- **JAKOBOWITS Aya**  
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**Legal Representative:**

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	Country	Number	Kind	Date
Patent	WO	200283068	A2	<b>20021024</b>
Application	WO	2002US11359		20020409
Priorities	US	2001282739		20010410
	US	2001286630		20010425
	US	2001300373		20010622

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications

prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English

Filing Language: English

Fulltext word count: 159141

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DIALOG(R)File 349: PCT FULLTEXT  
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00944595

## NOVEL NUCLEIC ACIDS AND POLYPEPTIDES NOUVEAUX ACIDES NUCLEIQUES ET NOUVEAUX POLYPEPTIDES

### Patent Applicant/Patent Assignee:

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**Legal Representative:**

- **ELRIFI Ivor R (agent)**  
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Boston, MA 02111; US

	Country	Number	Kind	Date
Patent	WO	200277180	A2-A3	<b>20021003</b>
Application	WO	2002US8964		20020320
Priorities	US	2001815925		20010322

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,

SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, US, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Language** Publication Language: English

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00938789

**NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED 125P5C8  
USEFUL IN TREATMENT AND DETECTION OF CANCER**  
**ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE DENOMMES 125P5C8  
UTILES DANS LE TRAITEMENT ET LA DETECTION DE CANCERS**

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	Country	Number	Kind	Date
Patent	WO	200272785	A2-A3	<b>20020919</b>
Application	WO	2002US7855		20020313
Priorities	US	2001809638		20010314

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, UZ, VN, YU, ZA, ZM, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
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[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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00937899

## **NOVEL NUCLEIC ACIDS AND POLYPEPTIDES** **NOUVEAUX ACIDES NUCLEIQUES ET POLYPEPTIDES**

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	Country	Number	Kind	Date
Patent	WO	200270539	A2-A3	<b>20020912</b>
Application	WO	2002US5095		20020305
Priorities	US	2001799451		20010305

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BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TN, TR, TT, TZ,  
UA, UG, US, UZ, VN, YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
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00905957

## **CHIMERIC MOLECULES TO MODULATE GENE EXPRESSION** **MOLECULES CHIMERES SERVANT A MODULER L'EXPRESSION D'UN GENE**

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	Country	Number	Kind	Date
Patent	WO	200238738	A2-A3	<b>20020516</b>
Application	WO	2001US47523		20011109
Priorities	US	2000304182		20001109

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BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, OM, PH, PL, PT, RO, RU, SD, SE,  
SG, SI, SK, SL, TJ, TM, TR, TT, TZ, UA,  
UG, US, UZ, VN, YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

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00885835

**NUCLEIC ACIDS AND POLYPEPTIDES**  
**NOUVEAUX ACIDES NUCLEIQUES ET POLYPEPTIDES**

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	Country	Number	Kind	Date
Patent	WO	200218424	A2-A3	<b>20020307</b>
Application	WO	2001US27093		20010831
Priorities	US	2000654935		20000901

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BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EC, EE, ES, FI, GB, GD,  
GE, GH, GM, HR, HU, ID, IL, IN, IS, JP,  
KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,  
NO, NZ, PH, PL, PT, RO, RU, SD, SE, SG,  
SI, SK, SL, TJ, TM, TR, TT, TZ, UA, UG,  
US, UZ, VN, YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
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00881824

**NUCLEIC ACIDS AND CORRESPONDING PROTEINS ENTITLED PHOR1-A11 AND PHOR1-F5D6 USEFUL IN TREATMENT AND DETECTION OF CANCER**

ACIDES NUCLEIQUES ET PROTEINES CORRESPONDANTES APPELEES PHOR1-A11 ET PHOR1-F5D6 UTILES DANS LE TRAITEMENT ET LA DETECTION DU CANCER

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	Country	Number	Kind	Date
Patent	WO	200214501	A2-A3	<b>20020221</b>
Application	WO	2001US25862		20010817

	Country	Number	Kind	Date
Priorities	US	2000226241		20000817

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

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 BR, BY, BZ, CA, CH, CN, CR, CU, CZ, DE,  
 DK, DM, DZ, EE, ES, FI, GB, GD, GE, GH,  
 GM, HR, HU, ID, IL, IN, IS, JP, KE, KG,  
 KP, KR, KZ, LC, LK, LR, LS, LT, LU, LV,  
 MA, MD, MG, MK, MN, MW, MX, MZ, NO, NZ,  
 PL, PT, RO, RU, SD, SE, SG, SI, SK, SL,  
 TJ, TM, TR, TT, TZ, UA, UG, UZ, VN, YU,  
 ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
 GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
 ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
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00879641

## PROTEINS AND NUCLEIC ACIDS ENCODING G-PROTEIN COUPLED RECEPTORS

NOUVELLES PROTEINES ET ACIDES NUCLEIQUES LES CODANT

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**Legal Representative:**

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Boston, MA 02111; US

	Country	Number	Kind	Date
Patent	WO	200212343	A2-A3	<b>20020214</b>
Application	WO	2001US24787		20010807
Priorities	US	2000223472		20000807
	US	2000223138		20000807
	US	2000224613		20000811
	US	2000224815		20000811
	US	2001260003		20010105
	US	2001260072		20010105
	US	2001260283		20010108
	US	2001260450		20010109
	US	2001261156		20010110
	US	2001263338		20010122
	US	2001263434		20010123
	US	2001265704		20010201
	US	2001269964		20010220

	<b>Country</b>	<b>Number</b>	<b>Kind</b>	<b>Date</b>
	US	2001274873		20010309
	US	2001276406		20010315
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AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
 BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
 DE, DK, DM, DZ, EE, ES, FI, GB, GD, GE,  
 GH, GM, HR, HU, ID, IL, IN, IS, JP, KE,  
 KG, KP, KR, KZ, LC, LK, LR, LS, LT, LU,  
 LV, MA, MD, MG, MK, MN, MW, MX, MZ, NO,  
 NZ, PL, PT, RO, RU, SD, SE, SG, SI, SK,  
 SL, TJ, TM, TR, TT, TZ, UA, UG, US, UZ,  
 VN, YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
 GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
 ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
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00848083

## **COMPOSITIONS AND METHODS FOR THE THERAPY AND DIAGNOSIS OF ACNE VULGARIS**

**COMPOSITIONS ET PROCEDES POUR LA THERAPIE ET LE DIAGNOSTIC DE  
L'ACNE VULGAIRE**

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	Country	Number	Kind	Date
Patent	WO	200181581	A2-A3	<b>20011101</b>
Application	WO	2001US12865		20010420

	<b>Country</b>	<b>Number</b>	<b>Kind</b>	<b>Date</b>
Priorities	US	2000199047		20000421
	US	2000208841		20000602
	US	2000216747		20000707

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 BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
 DE, DK, DM, DZ, EE, ES, FI, GB, GD, GE,  
 GH, GM, HR, HU, ID, IL, IN, IS, JP, KE,  
 KG, KP, KR, KZ, LC, LK, LR, LS, LT, LU,  
 LV, MA, MD, MG, MK, MN, MW, MX, MZ, NO,  
 NZ, PL, PT, RO, RU, SD, SE, SG, SI, SK,  
 SL, TJ, TM, TR, TT, TZ, UA, UG, US, UZ,  
 VN, YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
 GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML;  
 MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
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00847098

## NOVEL NUCLEIC ACIDS AND POLYPEPTIDES

NOUVEAUX ACIDES NUCLEIQUES ET NOUVEAUX POLYPEPTIDES

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	Country	Number	Kind	Date
Patent	WO	200179254	A1	<b>20011025</b>
Application	WO	2001US8655		20010416
Priorities	US	2000522929		20000418
	US	2000668317		20000922
	US	2000695783		20001024
	US	2000728628		20001201
	US	2001770160		20010126
	US	2001783066		20010213
	US	2001816828		20010322

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CO, CR, CU, CZ,  
DE, DK, DM, DZ, EE, ES, FI, GB, GD, GE,  
GH, GM, HR, HU, ID, IL, IN, IS, JP, KE,  
KG, KP, KR, KZ, LC, LK, LR, LS, LT, LU,  
LV, MA, MD, MG, MK, MN, MW, MX, MZ, NO,  
NZ, PL, PT, RO, RU, SD, SE, SG, SI, SK,  
SL, TJ, TM, TR, TT, TZ, UA, UG, US, UZ,  
VN, YU, ZA, ZW

**[EP]** AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

**[OA]** BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML;  
MR; NE; SN; TD; TG;

**[AP]** GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;

UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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00842999

## **NOVEL NUCLEIC ACIDS AND POLYPEPTIDES** **NOUVEAUX ACIDES NUCLEIQUES ET POLYPEPTIDES**

### **Patent Applicant/Patent Assignee:**

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	Country	Number	Kind	Date
Patent	WO	200175093	A1	<b>20011011</b>
Application	WO	2001US10484		20010330
Priorities	US	2000540217		20000331
	US	2000649167		20000823
	US	2000668680		20000922
	US	2000695618		20001023
	US	2000728711		20001130
	US	2001808701		20010314

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CR, CU, CZ, DE,  
DK, DM, DZ, EE, ES, FI, GB, GD, GE, GH,  
GM, HR, HU, ID, IL, IN, IS, JP, KE, KG,  
KP, KR, KZ, LC, LK, LR, LS, LT, LU, LV,  
MA, MD, MG, MK, MN, MW, MX, MZ, NO, NZ,  
PL, PT, RO, RU, SD, SE, SG, SI, SK, SL,  
TJ, TM, TR, TT, TZ, UA, UG, US, UZ, VN,  
YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML;  
MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
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[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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00824929

## **NOVEL NUCLEIC ACIDS AND POLYPEPTIDES** **ACIDES NUCLEIQUES ET POLYPEPTIDES**

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	Country	Number	Kind	Date
Patent	WO	200157190	A2-A3	<b>20010809</b>
Application	WO	2001US4098		20010205
Priorities	US	2000496914		20000203
	US	2000560875		20000427
	US	2000598075		20000620
	US	2000620325		20000719
	US	2000654936		20000901
	US	2000663561		20000915
	US	2000693325		20001020
	US	2000728422		20001130

**Designated States:** (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG;  
BR; BY; BZ; CA; CH; CN; CR; CU; CZ; DE;  
DK; DM; DZ; EE; ES; FI; GB; GD; GE; GH;  
GM; HR; HU; ID; IL; IN; IS; JP; KE; KG;  
KP; KR; KZ; LC; LK; LR; LS; LT; LU; LV;  
MA; MD; MG; MK; MN; MW; MX; MZ; NO; NZ;  
PL; PT; RO; RU; SD; SE; SG; SI; SK; SL;  
TJ; TM; TR; TT; TZ; UA; UG; US; UZ; VN;  
YU; ZA; ZW;

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CR, CU, CZ, DE,  
DK, DM, DZ, EE, ES, FI, GB, GD, GE, GH,  
GM, HR, HU, ID, IL, IN, IS, JP, KE, KG,  
KP, KR, KZ, LC, LK, LR, LS, LT, LU, LV,

MA, MD, MG, MK, MN, MW, MX, MZ, NO, NZ,  
PL, PT, RO, RU, SD, SE, SG, SI, SK, SL,  
TJ, TM, TR, TT, TZ, UA, UG, US, UZ, VN,  
YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML;  
MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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00823108

## **NOVEL NUCLEIC ACIDS AND POLYPEPTIDES** **NOUVEAUX ACIDES NUCLEIQUES ET POLYPEPTIDES**

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	Country	Number	Kind	Date
Patent	WO	200155437	A2	<b>20010802</b>
Application	WO	2001US2623		20010125
Priorities	US	2000491404		20000125

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
BR, BY, BZ, CA, CH, CN, CR, CU, CZ, DE,  
DK, DM, DZ, EE, ES, FI, GB, GD, GE, GH,  
GM, HR, HU, ID, IL, IN, IS, JP, KE, KG,  
KP, KR, KZ, LC, LK, LR, LS, LT, LU, LV,  
MA, MD, MG, MK, MN, MW, MX, MZ, NO, NZ,  
PL, PT, RO, RU, SD, SE, SG, SI, SK, SL,  
TJ, TM, TR, TT, TZ, UA, UG, US, UZ, VN,  
YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML;  
MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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Fulltext word count: 50618

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00821185

**NOVEL BONE MARROW NUCLEIC ACIDS AND POLYPEPTIDES**  
**NOUVEAUX ACIDES NUCLEIQUES DE MOELLE OSSEUSE ET POLYPEPTIDES**  
**ASSOCIES**

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	Country	Number	Kind	Date
Patent	WO	200153453	A2-A3	<b>20010726</b>
Application	WO	2000US34960		20001223
Priorities	US	99471275		19991223
	US	2000488725		20000121
	US	2000552317		20000425
	US	2000598042		20000709
	US	2000620312		20000719
	US	2000653450		20000831
	US	2000662191		20000914
	US	2000693036		20001019

	Country	Number	Kind	Date
	US	2000250583		20001130

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AG, AL, AM, AT, AU, AZ, BA, BB, BG,  
 BR, BY, BZ, CA, CH, CN, CR, CU, CZ, DE,  
 DK, DM, DZ, EE, ES, FI, GB, GD, GE, GH,  
 GM, HR, HU, ID, IL, IN, IS, JP, KE, KG,  
 KP, KR, KZ, LC, LK, LR, LS, LT, LU, LV,  
 MA, MD, MG, MK, MN, MW, MX, MZ, NO, NZ,  
 PL, PT, RO, RU, SD, SE, SG, SI, SK, SL,  
 TJ, TM, TR, TT, TZ, UA, UG, US, UZ, VN,  
 YU, ZA, ZW

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
 GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML;  
 MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
 UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

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00530564

## **IDENTIFICATION OF BROADLY REACTIVE DR RESTRICTED EPITOPEs IDENTIFICATION D'EPITOPEs DR DE RESTRICTION LARGEMENTE REACTIFS**

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- SETTE Alessandro
- SOUTHWOOD Scott

- **SIDNEY John**

**Inventor(s):**

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- **SOUTHWOOD Scott**
- **SIDNEY John**

	Country	Number	Kind	Date
Patent	WO	9961916	A1	<b>19991202</b>
Application	WO	99US12066		19990528
Priorities	US	9887192		19980529

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AE, AL, AM, AT, AU, AZ, BA, BB, BG, BR,  
 BY, CA, CH, CN, CU, CZ, DE, DK, EE, ES,  
 FI, GB, GD, GE, GH, GM, HR, HU, ID, IL,  
 IN, IS, JP, KE, KG, KP, KR, KZ, LC, LK,  
 LR, LS, LT, LU, LV, MD, MG, MK, MN, MW,  
 MX, NO, NZ, PL, PT, RO, RU, SD, SE, SG,  
 SI, SK, SL, TJ, TM, TR, TT, UA, UG, US,  
 UZ, VN, YU, ZA, ZW, GH, GM, KE, LS, MW,  
 SD, SL, SZ, UG, ZW, AM, AZ, BY, KG, KZ,  
 MD, RU, TJ, TM, AT, BE, CH, CY, DE, DK,  
 ES, FI, FR, GB, GR, IE, IT, LU, MC, NL,  
 PT, SE, BF, BJ, CF, CG, CI, CM, GA, GN,  
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00441992

**IDENTIFICATION OF BROADLY REACTIVE DR RESTRICTED EPITOPES**  
**IDENTIFICATION D'EPITOPES A RESTRICTION DR LARGEMENTE REACTIFS**

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	Country	Number	Kind	Date
Patent	WO	9832456	A1	<b>19980730</b>
Application	WO	98US1373		19980123
Priorities	US	9736713		19970123
	US	9737432		19970207

**Designated States:** (Protection type is "Patent" unless otherwise stated - for applications prior to 2004)

AL, AM, AT, AU, AZ, BA, BB, BG, BR, BY,  
 CA, CH, CN, CU, CZ, DE, DK, EE, ES, FI,  
 GB, GE, GH, GM, GW, HU, ID, IL, IS, JP,  
 KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT,  
 LU, LV, MD, MG, MK, MN, MW, MX, NO, NZ,  
 PL, PT, RO, RU, SD, SE, SG, SI, SK, SL,  
 TJ, TM, TR, TT, UA, UG, US, UZ, VN, YU,  
 ZW, GH, GM, KE, LS, MW, SD, SZ, UG, ZW,  
 AM, AZ, BY, KG, KZ, MD, RU, TJ, TM, AT,  
 BE, CH, DE, DK, ES, FI, FR, GB, GR, IE,  
 IT, LU, MC, NL, PT, SE, BF, BJ, CF, CG,  
 CI, CM, GA, GN, ML, MR, NE, SN, TD, TG

**Language** Fulltext word count: 13687

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Set      Items      Description
S1      10039935    PD<20030616
S2          40      S1 AND ((VALUE(2N) (POSITION OR POSITIONING OR
PROPOSITION)-_
                    ) (5N) (SCORE OR SCORES OR SCORED OR SCORING))
S3      18254      S12AND (COMPETITIVE OR COMPETITOR OR COMPETITORS OR
COMPET-
                    ITION) AND (PROPOSAL OR PROPOSALS OR QUOTATION OR
QUOTATIONS)
  
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S4 0 S2 AND (COMPETITIVE OR COMPETITOR OR COMPETITORS OR  
COMPET-  
ITION) AND (PROPOSAL OR PROPOSALS OR QUOTATION OR  
QUOTATIONS)  
S5 4 S2 AND (PROPOSAL OR PROPOSALS OR QUOTE OR QUOTES OR  
QUOTED  
OR QUOTING OR QUOTATION OR QUOTATIONS)  
S6 29 S2 AND (STRATEGY OR STRATEGIES)  
S7 29 S6 AND (NETRAL OR POSITIVE OR NEGATIVE)  
S8 29 S6 AND (NEUTRAL OR POSITIVE OR NEGATIVE)

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